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NOTES IN SEASON.

Two new novels are ready at Osgoods, "Zelda's Fortune," a tale of a Gipsy girl, which Mr. Leland has spoken of as the only novel in our language, except "Lavengro" and the "Romany Rye," in which the author has shown real familiarity with the life, manners, and language of the gipsies; and "Young Brown," already favorably received by the readers of *Every Saturday*, by the author of "The Member from Paris," Mr. Granville Murray.

DR. CLARKE'S book calls out two series of replies on the same plan. Of that announced by the Putnams, to be edited by Miss Anna C. Brackett, we have already spoken. It will be called "The Education of American Girls," and the contributors will be Miss Brackett herself, Mrs. Dall, Edna D. Cheney, Dr. Mary Putnam-Jacobi, Sarah Dix Hamlin, Mrs. Lucia Calhoun Runkle, and others, the first named reviewing Dr. Clarke's book directly. The other is to be edited by Mrs. Julia Ward Howe, and published by Roberts Bros., under the title of "Sex and Education," and its contributors will be Col. Higginson, Mrs. Badger, Mrs. Dall, Mrs. Howe, Miss Phelps, Miss Brackett, Dr. Marcy B. Jackson, and Mrs. Horace Mann. College testimony will be included in both.

G. J. MOULTON, the publisher of "Schem's

Statistics of the World," issues next week a new revised edition of Dr. Gardner's earnest book on "Conjugal Sins," which, owing to the difficulties in settling the estate of the original publisher on retiring from business, has been out of print for nearly two years. To judge from the public commendations of the highest authorities, the work is elevated in tone and unexceptionable in character. 19,000 copies were sold within two years after its first appearance.

THE second edition of Mrs. Clement's "Painters, Sculptors, Architects, Engravers, and their Works," will contain a new preface in which the author takes occasion to define more precisely the limits of her work, which exclude all living artists, and include but few of those artists whose works do not come in the way of most travellers.

MR. ALCOTT's long-delayed "Records of a School" are just ready at Roberts Bros., together with Miss Frothingham's translation of Lessing's "Laocoon." The first is a unique contribution to descriptive educational literature, and the second, one of the finest essays on art in any language.

Two important works are just ready at Macmillans, "The Principles of Science, a Treatise on Logic and Scientific Method," by W. Stanley Jevons, Prof. of Logic and Political Economy in the Owens College, Manchester, is a work on logic as applied to scientific generalization and argument, which demands the attention of all working scientists, and "The Constitutional History of England, in its Origin and Development," by Wm. Stubbs, M.A., Regius Professor of Modern History at Oxford (Clarendon Press Series), is one whose title defines its purpose, and whose author is one who must be read by every student of constitutional law, comparative politics, or sociology. It is also exceedingly attractive to the general reader.

THE To-Day Printing and Publishing Company, Philadelphia, have going through the press "Justin Harley," a new novel by John Esten Cooke. It will be a 12mo of about 350 pages, with illustrations by William M. Sheppard. The book will be ready for delivery next week. They have also in the press Max Adler's book, "Out of the Hurly Burly; or, Li'e in an Odd Corner." Dio Lewis is engaged on a new work on sexual hygiene, which the company will publish.

"THE Elements of Algebra," by F. A. Shoup, professor of mathematics in the University of the South, late professor of logic, metaphysics, etc., in the University of Mississippi, is to be published immediately by E. J. Hale & Son. The method of treating the subject of algebra in this book is in great part new. A considerable space in the beginning is given to exercises in algebraic terminology. The old arithmetical division of the subject into addition, subtraction, etc., is entirely discarded. The subject of the plus and minus signs is presented naturally and simply, and after that follows an exhaustive treatment of the signs of multiplication and division, and the whole doctrine of exponents. The management of fractional and radical quantities, of quantities affected by all manner of exponents, is taught at once. When the equation is reached, the transformations of all orders of equations are treated of together. The discussions are considerably extended, and much new and interesting matter introduced. The book is planned to contain all that is necessary for the successful presentation of the higher mathematics. It is claimed to be more simple, more thorough, more philosophical, more practical, and without doubt is much shorter than any work now extant upon the subject.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported Books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Allen and Greenough. See Sallust.
- Almanac.**—The Banker's Almanac for 1874. Edited by I. Smith Homans. Twenty-third Annual Volume. 8°, pp. 288. \$3.....*Banker's Mag. Office.*
- Banker's Almanac.** See Almanac.
- Blackie.**—On Self Culture—Intellectual, Physical, and Moral. A Vade Mecum for Young Men and Students. By John Stuart Blackie, author of "Four Phases of Morals," etc. 16°, pp. 116. \$1.....*Scribner, A. & Co.*
- Bulwer.** See Lytton.
- Catiline.** See Sallust.
- Galvano-Therapeutics.** A revised Reprint of a Report made to the Illinois State Medical Society, 1873. 8°, pp. 64. \$1.25.....*Lindsay & B.*
- **Gridley.**—History of the Town of Kirkland, New York. By Rev. A. D. Gridley. Illustr. 12°, pp. xvi, 332. *Hurd & H.*
- Jenkin.**—Jupiter's Daughters. By Mrs. C. Jenkin, author of "Who Breaks, Pays," etc. (Leisure Hour Series.) 16°, pp. 283. \$1.25.....*Holt.*
- *Jevons.**—The Principles of Science. A Treatise on Logic and Scientific Method. By W. Stanley Jevons, M.A., F.R.S., etc. 2 vols., 8°. \$9.....*Macmillan.*
- Kirkland, N. Y.** See Gridley.
- Lytton.**—Pelham; or, Adventures of a Gentleman.—A Strange Story; and the Haunted and the Haunters. By Sir Edward Bulwer Lytton, Bart. Each complete in one volume. (Lord Lytton ed.) 12°. Per vol., \$1.50. *Lippincott.*
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- New and Not New: Miscellaneous Pieces.** (Epipsychidion Series, vol. 1.) 12°, pp. 194. \$1.25.....*Williams.*
- Newby.**—Married. A Novel. By Mrs. C. J. Newby. 8°, pp. 132. Pap. 50 c.....*Peterson.*
- Proffatt.**—Woman before the Law. By John Proffatt, LL.B., of the New York Bar. 12°, pp. 137. \$1 and \$1.25. *Putnam.*
- Sallust.**—Conspiracy of Catiline. By J. H. Allen, W. F. Allen, and J. B. Greenough. 12°, pp. 84. \$1. (Corrected title).....*Ginn.*
- Schneck.**—Mercersburg Theology inconsistent with Protestant and Reformed Doctrine. By B. S. Schneck, D.D. 12°, pp. 188. \$1.25.....*Lippincott.*
- Statesman's Year Book.** See Martin.
- *Stubbs.**—The Constitutional History of England, in its Origin and Development. By William Stubbs, M.A., Regius Prof. of Mod. Hist. in the Univ. of Oxford. Vol. 1. Cr. 8°. \$4.50.....*Macmillan.*
- Taine.**—A Tour Through the Pyrenees. By Hippolyte Adolphe Taine. Large 12°. \$2.50.....*Holt.*
- Tufts.**—Questions on the History and Geography of Rome. Suitable for Schools and Academies, and adapted to Students Preparing for Harvard College. By J. F. Tufts, A.B. 16°, pp. 37. Pap. 35 c.....*Sever.*
- **Virginia.**—Third Edition of the Code of Virginia. Including Legislation to January, 1874. 8°, pp. 1568. Calf \$6; same, in 2 vols, shp. \$8; interleaved \$10. *Randolph & E.*
- *Winkworth.**—Theologia Germanica. By Susanna Winkworth. 18°. \$1.25.....*Macmillan.*
- Wythes.**—The Physician's Dose and Symptom Book, containing the Doses and Uses of all the Principal Articles of the Materia Medica and Official Preparations; also Table of Weights and Measures, Rules to Proportion the Doses of Medicines, Common Abbreviations used in writing Prescriptions, Tables of Poisons and Antidotes, Index of Diseases and Treatment, Pharmaceutical Preparations, Tables of Symptomatology, Outlines of general Pathology and Therapeutics. By Joseph H. Wythes, A.M., M.D., etc. 11th ed., revised. 18°, pp. 236. \$1.25. *Lindsay & B.*
- Zelda's Fortune.** By the author of "Earl's Dene," etc. (Vol. 37 in Osgood's Library of Novels.) 8°, pp. 244. (Corrected price.) \$1.50; pap. \$1.....*Osgood.*

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- J. W. RANDOLPH & ENGLISH, Richmond, Va.
- Virginia Code, 3d ed., \$6; in 2 v. \$8; interleaved..... 10.00
- SCRIBNER, ARMSTRONG & CO., New York.
- Blackie, On Self-Culture..... 1.00
- C. W. SEVER, Cambridge, Mass.
- Tufts, Questions on Hist. and Geog. of Rome..... Pap. .35
- A. WILLIAMS & CO., Boston.
- New and Not New..... 1.25

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Publishers' First Announcements.

*From the New York Commercial Advertiser for
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FEB. 10.

D. Appleton & Co.—My Story, by the author of *Patty*;—*The Children of the World*, by Paul Heyse.

James R. Osgood & Co.—*The Great World of France*, reprinted from the "Pall Mall Gazette."

Scribner, Armstrong & Co.—Ewaldi, *Antiquities of Israel*;—Zeller's *Philosophical Treatises*;—*The Plagues of Egypt*.

FEB. 11.

Henry Holt & Co.—Colonel Cheeney's *Essay on Military Biography*;—Conway's *Sacred Anthology*.

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The Reform Movement.

OUR readers will find in our reading columns a report of the proceedings of the general Convention, and in our advertising pages the official minutes of the meeting of the Publishers' Board of Trade, held simultaneously in Cincinnati and New York. The essential unity of the feeling displayed in both these gatherings, the similarity of

remedy suggested at both the East and the West, and by the publisher and bookseller, give us the highest hope that this year will mark the beginning of a reform for which the trade has been crying out for years. Both conventions were national in their scope, but it so happens that one is made up entirely of publishers and chiefly of Easterners, and the other chiefly of booksellers and Westerners.

That both of them felt in most part alike, both as to the needs and the methods of reform, shows that the trade has at last very nearly learned the needed lesson that it is a common guild, and not a mere congregation of opposing parties.

Our space is so occupied this week with these reports and other special features that we are forced to postpone to another number the detailed discussion of the work of each, which we should otherwise enter upon. It must suffice now to say that we believe that the future of the book trade depends largely upon the adoption by the publishers of the suggestions so wisely and temperately put forth at the West. To one or two points, such as the restrictions on "books by mail," the publishers will scarcely agree. On another, the desirability of abolishing the trade sales, they seem to agree almost unanimously. The main question, the utter abolition of underselling, and the reducing of discounts and prices to that end, is that on which all else depends, and will form the topic of discussion in the trade probably for months before a definite arrangement is agreed upon. For ourselves, we believe that the most stringent rules will be in this case the most wise, and we heartily support the Convention's utterance on these points. We suppose, however, that for the present allowances must be made; the millennium cannot, we fear, be reached at one jump. We believe that the publishers will find that they have as much reason to be grateful to the Convention at Cincinnati as the retailers, and we bespeak a hearty reception of its delegate by them when he comes East. We propose to enter upon a careful comparative discussion of the two meetings and their outcome in our next issue; meantime we heartily congratulate the trade on the good work of the meeting at Cincinnati, and the receptive attitude of that at New York.

WE cannot too strongly urge upon the trade at large—publishers, jobbers, and booksellers—that they forward the good work of reform by becoming members of the "American Book Trade Union." The forwarding of one dollar to Mr. J. W. Gunn, Springfield, Ohio, who is the corresponding secretary, with authority to him to sign the constitution for the remitter, is all that is necessary to membership, certificates of which will be returned by him. This act does not bind to any line of action, but helps to unite the trade in an association whose aim is to carry out generally desired reforms by the methods which shall seem most generally suitable. Let the work of the Convention in forming an association on so broad and liberal a basis, be heartily and promptly responded to by the trade.

AT the late Convention, it was suggested that some method of exchange among booksellers,

especially those who sell to colleges, and often have text-books left over when a change is made, which may be just what are wanted by others, is very much needed. Just such a means has long been offered to booksellers in the "Books Wanted" and "Books for Sale or Exchange" columns of the WEEKLY, in which advertising is put at a very low rate to subscribers, and which reach all live booksellers. It is very desirable to the publisher that the bookseller shall be able to keep his capital "turning over," and not let it become locked up in dead stock, and such exchange offers just this opportunity.

The Book Trade Convention.

THE long-desired convention of the trade, at last called by the "Booksellers' Protective Union," met in Cincinnati, Thursday, February 12. The Executive Committee of the Union held a session at the Burnet House, which was the general headquarters, in the forenoon, and then adopted a series of resolutions, embodying the points likely to come up for discussion, to be laid before the convention as the basis of debate and action. These were put in type immediately, and every member of the convention was supplied with a printed copy immediately on its assembling. Having the main points thus in definite shape greatly expedited the whole business of the convention, and we may say that to this wise foresight of the committee was due much of the success of the general meeting. It is the common difficulty of most conventions that much time is wasted in organizing, in getting things in shape to be talked about, and in talking wide of the mark thereafter. This convention, thanks to the committee, committed no such blunders; its talk and its work were to the point, and exceedingly harmonious.

The convention itself met in the Board of Trade Rooms, kindly proffered for the purpose, at 2 o'clock. The stranger could not but be impressed with the excellence of its *materiel*. We had feared that the demoralization of the trade had already driven out of the business, at the West, as elsewhere, its best and ablest men; but the representatives in this convention proved that there was yet good material left to work with. There were those present, however, who had very nearly decided to give up the book business as unprofitable, but who were looking to see what could be accomplished for reform before they took the step. For strength, ability, and earnestness in its members, the convention compared favorably with any gathering of its kind. The call invited all classes of the trade from all parts of the country; about fifty members were present, and the secretary reported about a hundred and fifty letters of endorsement and cards regretting inability to aid personally in the work of the convention, as received by mail and by telegraph. These extended

from Massachusetts to beyond the Mississippi, and from Alabama and Virginia to Michigan. As must be the case in conventions in this great country, except the Presidential nominating convention, the *personnel* was largely from neighboring States, and the majority were retailers. Mr. Setliff came from Nashville, Tenn., as the delegate of the local association there, his credentials signed by eleven houses of that city; the Cincinnati publishing and jobbing houses were represented and there were some from the East. We give as nearly complete a list of those present as we could obtain:

J. S. Alspaugh, for J. S. Alspaugh & Sister, Wapakoneta, Ohio.

Charles Anthony, Springfield, Ohio.

Isaac C. Aston, of Randall & Aston, Columbus, Ohio.

R. D. Barney, of Robert Clarke & Co., Cincinnati, Ohio.

R. R. Bowker, literary editor of the *N. Y. Evening Mail* and associate editor of the *PUBLISHERS' WEEKLY*, New York.

George B. Brown, of Brown & Faunce, Toledo, Ohio.

Howard Challen, Philadelphia, Pa.

W. H. Chandler, Jr., W. H. Chandler & Co., London, Ohio.

E. O. Chapman, editor of *Booksellers' Guide*, New York.

D. W. Chase, of Bosworth, Chase & Hall, Cincinnati, Ohio, and Chase & Van Akin, Mt. Vernon, Ohio.

A. T. Dempsey, of Dempsey & Co., Ironton.

J. W. Gunn, Springfield, Ohio.

N. A. Hanna, Cadiz, Ohio.

Jeff Hildebrandt, Wilmington, Ohio.

Hopkins, of Lee, Shepard & Dillingham, New York.

Thomas D. Hubbard, of Hubbard & Jones, Columbus, Ohio.

Charles Humphrey, Adrian, Michigan.

J. T. Jones, Cincinnati, Ohio.

C. L. Kurtz, of Kurtz & Norris, Athens, Ohio.

Abel Low, Springfield, Ohio.

John N. Milburn, Aurora, Indiana.

Timothy Nicholson, of Nicholson & Brother, Richmond, Indiana.

T. C. O'Kane, of T. C. O'Kane & Co., Delaware, Ohio.

W. Olds, of L. N. Olds & Sons, Circleville, Ohio.

A. F. Payne, of Payne, Holden & Co., Dayton, Ohio.

George Perkins, of Hiram Yeo & Co., Chillicothe, Ohio.

Charles N. Pover, Superintendent Cincinnati News Company, Cincinnati, Ohio.

C. E. Richards, of Thomas Nelson & Son, New York.

Howard L. Ross, of Howard L. Ross & Co., Hamilton, Ohio.

Newell Sanders, Bloomington, Indiana.

A. Setliff, representing booksellers of Nashville, Tennessee.

W. Sherrill, of Sherrill & Henshaw, Louisville, Kentucky.

Rev. William Shuey, of the United Brethren Publishing House, Cincinnati, Ohio.

W. H. Stanage, of Wilstach, Baldwin & Co., Cincinnati, Ohio.

George E. Stevens, of George E. Stevens & Co., Cincinnati, Ohio.

W. H. Thalheimer, of Wilson, Hinkle & Co., Cincinnati, Ohio.

John H. Thomas, of John H. Thomas & Co., Dayton, Ohio.

J. C. Trader & Co., Xenia, Ohio.

W. H. Watson, Aurora, Illinois.

The gathering was fairly representative, and we were glad to see that its tone was so thoroughly in the right spirit. Its members seemed permeated by the feeling that there was but one interest in the trade, and that the publisher and bookseller were in unity, and not in opposition in all trade matters.

FIRST SESSION.

Mr. Abel Low, of Springfield, Ohio, President of the Booksellers' Union, called the convention to order, and introduced Mr. John H. Thomas, of Dayton, who, in behalf of the Executive Committee, read the following address:

It has devolved upon me by appointment of the Executive Committee to welcome you, fellow-members of the book trade, to this our first organized general meeting. The first suggestions towards such an organization came, I believe, from Mr. Leypoldt, the editor of the *PUBLISHERS' WEEKLY*, to whom we all owe so much for his exertions for the promotion of the interests of the trade, but it is because it is a want that has been generally felt by the trade that there is such a gathering here to-day.

Last fall there was a meeting of the booksellers in the neighborhood of Cincinnati, of which this is an adjourned meeting; but it is more than that. Such a general response was made to that call, such an appreciation of the need of such an organization was shown by booksellers all over the country, that we may justly take steps to form a union of the booksellers of the country.

Our meeting to-day is an experiment, but to make it a success it is only necessary for us to act wisely, calmly, and not rashly. We are not here to make a corner in books, and to raise their price at the expense of the public, as has been suggested by a correspondent of the *WEEKLY*, nor even to keep up the extravagant prices that some of them have reached. The man who thinks a meeting of booksellers can fix the price of books all over the United States has had little experience in bookselling, and has less knowledge of political economy. Nor are we here as salesmen of the publishers to make useless complaints or unfounded statements to them, as one of them has smartly suggested in the *WEEKLY*. We are here to show the public and the publishers that we understand our business, and are awake to its faults and its needs, and to take such steps as will remove the one and satisfy the other.

A union of booksellers may accomplish much for their common interest. What we need most of all is an organization, with its proper officers and committees, through which we can act together and make our influence felt. If a bookseller has a complaint against a publisher, there should be a committee to ask for redress, and if it is known that unfair dealing on the part of a publisher toward one bookseller is made known to all and felt by all there will be far fewer occasions for complaint. There should be a committee to consider deliberately the difficult question of a remedy for underselling and for the irregularity of prices that now prevails, and whether the true remedy is

not to reduce and make uniform the retail prices and discounts to the trade. Such a reduction would undoubtedly gratify the public and give an impulse to trade, and might, in the end, be more profitable than the present system. We may properly give efficient and immediate co-operation in the work of issuing the proposed Finding List, and I hope at no distant day may take steps to the issuing of a complete American bibliography. Perhaps it may be found advisable to have prepared and issued catalogues of books in special departments of literature. It may be well to recommend the forming of district associations and to prepare for having annual meetings of delegates. The trade sale ought to be emphatically condemned and opposed. It is most pernicious in its influence in the trade, and is an antiquated custom that would be far more honored in the breach than in the observance of it. The question will naturally arise whether booksellers will favor the free importation of cheap English books, or a protective tariff to raise the price of all.

Such are some of the aims we may have, but there are difficulties too. We will undoubtedly develop a great variety of views, and there will be danger of consuming valuable time and energy in idle talk. Let us not have too much discussion, but plenty of motions, and, voting on them, we can in that way most rapidly express our opinions. Let us not act rashly, nor expect to settle at one meeting questions that have troubled the trade for years.

My friends, we have an uncommon opportunity. Such a gathering as this, if not made use of, cannot be easily had again. The eyes of the book trade all over the country are upon us, and their interests are at stake. Let us, by wise, harmonious, and deliberate action, form an organization that will be permanent and useful, and initiate a series of regular meetings of the Booksellers' Union.

On motion, Mr. Isaac C. Aston, of Columbus, was made permanent Chairman of the convention, Mr. Howard L. Ross, of Hamilton, acting as Recording Secretary. Mr. Aston in taking the chair made a few happy remarks, addressing the convention as "Gentlemen and partners in distress." Prayer was then offered by Rev. Wm. J. Shuey, of Dayton, agent of the United Brethren Publishing House.

Mr. J. W. Gunn, the Corresponding Secretary, then took the floor and read a few of the many letters he had received in support of the movement, as follows:

NEW YORK, February 6, 1874.

To Mr. J. W. Gunn, Cor. Sec'y, etc., Springfield, Ohio.

DEAR SIR: Permit us to express a regret at our inability to attend the Convention which meets on the 12th inst. We have watched the preliminary movements with great interest, and shall hope that the final result will work out the reforms needed in the trade. We have a double interest in the subject, inasmuch as we are dealers in miscellaneous books as well as publishers.

The growing and pernicious practice of underselling is to be attributed in a large degree,

First. To a fictitious retail price, and the consequent excessive discounts to the trade.

Second. To the large number of unsuccessful or unsalable books forced on the market by means of such rates of discount, and which affect, more or less, the prices of all books.

Third. To the common practice of the publishers retailing their own publications at less than the retail price.

Fourth. To the semi-annual trade sales.

Fifth. To the unwholesome competition between rival jobbers, and,

Sixth. To the education of the book consumer in the idea that when he wishes to buy a book, or take a newspaper or magazine, he is to receive something in the way of a bonus. The latter publishers offer him a chromo with his subscription, and why should not the bookseller give him a discount on the retail price of the book? This new invention of pretending to give your purchaser or subscriber more than his money's worth also serves to teach him that all kinds of publishing pays an enormous profit.

As much as this custom of underselling is to be deplored, the significant fact must not be overlooked that the publishers and the dealers are responsible for the evil. With a spirit of liberality, which might be commended if its results were not so disastrous, we have gradually fallen into the custom of offering a good share of the profits of our business to our customers, who had not dreamed of asking for it but for our own action. One of the notable reforms in other trades during the last ten years is the *fixed* price for all articles sold in the better class of the retail establishments of the country. In the book business, however, we have gone in the opposite direction, and with what results we all know.

The number of persons, or classes, who now *claim* a discount on their book purchases is largely on the increase. Professional men in all departments, schools and teachers of every grade and kind, literary men and men of business, newspaper men and public officials—these and many more put in their claims, and yet, because we are booksellers, can we be warmed, or be clothed, or be fed at any less rate than other men? Do we not pay the same pew-rents, the same doctor's fees? Will the butcher sell us his meat at even ten per cent. off the regular price? Will the tailor take our measure for a less sum than he charges others, or the miller, whose Sunday-school bought its library books at twenty-five per cent. discount, sell us our flour any cheaper, or the lawyer graciously take our case at a smaller retainer, because we are booksellers? Is our business so much better, our profits so much larger than that of other men? Do we all go a-foot, while they ride in a coach? Let us be just, however, to them and to ourselves, for the evil of which we complain is of our own creation.

We think we are not in error in saying that the retailing of books should afford a gross profit of at least thirty per cent., and that if the business will not yield this it is scarcely worth the following. If to those not engaged in it this seems a large profit, they should bear in mind the precarious nature of the business itself, the large amount of stock necessary to do even a moderate business, the inability to extend it as rapidly and as successfully, even with the same amount of enterprise and industry, as other branches of trade, and the difficulty of closing it, in case of change or disaster, without very great loss. These are common facts, known to all engaged in the book business, and yet there are few, if any, houses who can report any such average profit as we have named. Take, for instance, the sale of Sunday-school books in this country. Into this branch of the business the religious publishing societies have entered as sharp competitors, increasing their retail prices that they may increase their rates of discount to the schools, and at each step reducing the percentage of the dealer's profit. In this respect, however, they are no better and no worse than the private publishers, but the misfortune is that there is no increase in the amount of books sold, for all dealers immediately range themselves on the same plane, and generously give, to the willing public, five or ten per cent. more of their already small profits, and so it has come to pass that the sale of books to Sunday-schools—if the books of these societies are used to any considerable extent—yields but a trifle more than the actual cost of transacting the business.

What is true in this department of the trade will apply equally, we presume, to the publication and sale of books for and to the secular schools.

The Convention will doubtless consider these and many other points of the greatest importance. Will you permit

us to suggest something in the way of remedy for the evils which trouble us? Concerning the school-book business we offer nothing, as we are not dealers in that class of publications.

I. The discontinuance of all trade sales, and in their place a semi-annual book fair, to be held alternately at New York, Boston, Philadelphia, Chicago, and Cincinnati. At this fair all publishers to be represented, and to offer, as an inducement to purchasers, an additional discount of five to ten per cent., according to the quantity of each book, or the total amount purchased from the entire list.

II. A reduction in what may be termed fictitious retail prices, so that the discount to an ordinary dealer shall not exceed thirty or thirty-three and one-third per cent., with say ten per cent. additional to the jobber, who shall agree not to sell to dealers at any greater discount than that allowed by the publisher when selling directly to the dealer.

III. The discontinuance of all discounts to Sunday-schools.

IV. That books designed expressly for professional men be also sold at net prices, and a discount of say twenty per cent. only be allowed to the trade, so that the retail price may be proportionately lessened.

V. An agreement on the part of the publishers to maintain the retail prices of their own publications on all sales except those made to the trade.

VI. The organization of a Board of Trade, with powers similar to those of the school-book publishers, but composed of *dealers* as well as publishers, with branches in all the principal cities.

Permit us further to suggest that in your deliberations the dealer should remember how he has suffered from the delusion and snare of books with a "bottom" discount. Too often he has turned aside from other and better books, simply because of an extra inducement.

The dead stock that now lies inert on the shelves, will be found to consist largely of the trade sale or "popular discount" purchases. Do we err in saying that the books of certain publishers have persistently been ignored by some dealers, because the discount was not up to the forties and fifties? While we are confident that a careful examination of their present stock will show, as a rule, that the books which sell the best and leaves the smallest remainders, are those bought at a discount of say one-third.

The Convention should not overlook the fact that the interests of the publisher and the dealer are identical. Neither can live without the other, and whatever attempt is made to reconcile what may seem to be conflicting interests, must be done with a frank and cordial recognition of this fact. The relations which the religious publishing societies now hold to the trade should also be recognized and considered.

But we have trespassed too long on your patience. As we have already said, we hope for good and great results from your deliberations. We have need of united action, and all reforms must come from within ourselves. The very nature of our business should lift us out of the petty wranglings and disputes, and unworthy competitions and jealousies that have characterized us of late. Let us dignify our calling by pursuing it in a manner that shall reflect honor upon it and ourselves. We are yours very truly,

A. D. F. RANDOLPH & Co.

NORTHAMPTON, MASS, Feb. 4, 1874.

MR. J. W. GUNN.

MY DEAR SIR:—I watch with interest your actions, and wish you all success in your efforts to bring the honored book trade up from the ditch of jockeyism into which it has fallen. I have been at this stand twenty-five years the 1st inst., and never has there been such a fight as now to make ends meet. The Yankee country booksellers, between Boston and New York, have to compete with on the one hand, and and New York school publishers on the other, to say nothing of printers, stationers, envelope manufacturers, and others who enter also

into sharp competition with us. For instance, I am *forced* (otherwise my customers will send out of town) to sell to

My Pastor, a single book at a discount of .25 or 30 per cent.

My Physician, " " " .1-5

My Lawyer, " " " .1-4

My College Prof., " " " .1-4 or 1-5

My boy's schoolmate, " " " .1-4

or the town will take up the matter and open an opposition office; my friend, Chairman of Public Library, at 1-4 or 1-3, and when you take out this body of men and *their friends*, for whom they buy, there's only Patrick O'Doherty left to buy books, and all he wants in a twelve month is a medical almanac that he is solicited to take as a gift. It is a serious problem how to get out of this system. You speak of reduced discounts. . . . holds his books very close, and at short discounts, and yet any medical student can buy a single copy of any book at one-fifth; and how much less can we buy?

. . . are stiff on discounts, but their 25 and 5 leaves no margin, when any lawyer can buy at one-fourth. Unless we make a large discount our school teachers will not come to us, as they can buy of publishers at all discounts. So whatever standard of discount you may, as a publisher, make, the mere bookseller is left to do business at no profit. Then the constant change made without notice in school book compels one to buy in small lots, or suddenly you find you pile of "Steele's Astronomy" and that ilk reduced to 4 c. a pound.

What's to be done?

One of our prominent publishers only to-day writes that he desires to protect the trade and keep up prices to consumers. Yet the only difference he makes between them and us is but five per cent. What kind of "protection" is that, with the heavy expense of doing business in these days?

Yours truly,

S. E. BRIDGMAN,

of Bridgman & Childs.

ANDOVER, MASS., Feb. 9, 1874.

J. W. GUNN, ESQ.

DEAR SIR: I have read with much interest the discussion in the PUBLISHERS' WEEKLY on the subject of underselling, etc., and am glad that the subject is to be considered in a convention of the trade. I should like to be present at the meeting at Cincinnati if it were possible, but, as it is not, and as you have invited correspondence, I wish to say a few words.

The article in the WEEKLY of Jan. 31, headed "Evils and Remedies" is to the point in several particulars, but there are one or two others, not there spoken of, which ought to be considered and definitely provided for in a general arrangement of these matters.

Perhaps I can best present the points in mind by stating my own case.

I am in a town of say 5,000 inhabitants, about twenty miles from Boston, with daily express facilities. We have here a theological seminary, two academies, a town library, and the usual public schools. The book-buying people are mostly connected with these institutions, and if one could supply all the books used, it would afford a moderate business, at a fair average profit. But there are several drawbacks.

In the first place, the librarians buy their books in the city at wholesale prices; some of the teachers and professors and all the clergymen do the same.

Any clergyman can go or send to Boston and get his books at from 25 to 33 1-3 per cent. discount. Then there is in the theological seminary one of the students who acts as "agent," buys books for the others and keeps more or less stock. There is the same sort of arrangement in at least one of the academies. These "agents" buy books on as favorable terms as a bookseller, and often obtain favors over a regular bookseller because of being students, with the hope, no doubt, on the publisher's part, that he shall get a great deal of trade.

Such an "agent," having no expense save expressage, his room being absolutely free of rent, and his time of no commercial value, he can, of course, undersell the local booksellers,

and perhaps make his board bills. This gradually spreads out among "friends," etc., into the community, and the book business is thoroughly demoralized.

Now here are the largest part of my customers who can go or send to Boston daily and buy their books at the same, or about the same, prices that I can buy them. How am I to live by keeping a bookstore?

Some of your astute publishers will perhaps tell me. "You are not enterprising; you don't stock up and keep all the new books," and perhaps add to that, "therefore we (having offered and sold our books to your customers as low as we do to you, and having thus killed off your trade) are forced to publish by subscription, because you retailers have no enterprise and don't keep a full stock of our books."

Just that stuff has been said in the WEEKLY lately.*

This process is fast drying up the book business in the country towns. It has done so here. There was formerly a flourishing bookstore here—two for a while; now we have to resort to knick-knacks or to publishing to keep up the semblance of one. This last may be done in this place, but it cannot be done in all, nor in many small towns or cities either. The ruinous process of driving the trade out of the country goes on, and will continue to do so if some remedy be not found, till country book-stocks will consist of a shelf of Bibles and Testaments. It would to-day be safer in many good sized towns and cities, and more profitable, to buy a stock of Bibles of the Bible Society, which sells at one price to all comers, than to buy a general stock of theological books.

Reducing the general rate of discount among the trade, and the price of books to the public, and dispensing with trade sales, are good as far as they go. They are important steps, but they are not all that are necessary to spread, or rather to restore, the bookselling business throughout the country.

I am not sure that it will be possible to fix a retail price that libraries, teachers, agents, book-clubs, ministers, etc., will pay. It is considered one of their *rights*, pretty generally, to get books at wholesale prices. It may be expedient to fix on a discount which shall be made to ministers, for example, say 10 per cent., which would enable a bookseller to keep the books which they, the ministers, buy, and to make a small profit on them, while the ministers would pay no more for books than they now do, on the supposition that prices are generally reduced. Such an arrangement, rigidly adhered to, would help the sale of theological books materially.

There is another point which I will just allude to; that is, that there is a class of booksellers called second-hand dealers, but who constantly sell new books at wholesale prices. With present express facilities, these dealers reach far out into the country. One can afford to send forty or fifty miles for only two or three dollars' worth of books, if he can get his 25 or 33 per cent. discount. Some of these dealers make a standing offer of that sort.

I sometimes feel ashamed of my calling when I publish a theological book at a given price, knowing that I shall never sell one within 25 per cent. of that price, and that no one else ever will, chiefly because the bookseller who buys it at 1-3 off will—I might say *must*—sell it to ministers or libraries, the only customers for such books, at "ministers' prices." There is at present no inducement to a country bookseller to keep a good general stock of books.

Whatever will enable a publisher to put a thousand copies of a book into a hundred different bookstores, to be replaced as often as necessary, will, it is plain to see, be vastly better for him as a publisher, than to keep them all in his own store waiting for customers to come in from the country to buy.

Hoping that you may be able to attain that result,

I am yours truly,

W. F. DRAPER.

Also a letter from Boughman, Thomas & Co., of

Wilmington, Del., containing the following points as to what should be the principles of the trade:

"1. That all publishers who retail should sell only at the publishers' retail prices.

"2. That all retailers shall sell books squarely at the published retail prices.

"3. That no clergyman, physician, lawyer, teacher, or other person shall receive a discount from retail prices.

"4. That discounts be reduced from the nominal 40 to 50 per cent. to a square 25 to 30 per cent., thus allowing a reduction of retail prices.

"5. That all books sent by publisher or retailer by mail shall have postage added.

"6. That contributions to trade sales be discontinued.

"7. That measures be adopted which shall secure to the book trade a new life, and establish it on a safe and permanent basis.

"8. That any publisher or retailer who refuses to stand by the trade for the protection of such vital principles shall be made known to the whole trade, that our influence may be given to more honorable parties."

The basis of action prepared by the Executive Committee was then formally brought forward. On motion, it was resolved that the sense of the convention be taken separately on each of the points therein presented, and on such others as should be brought before the convention, and that after the discussion had closed, the results should be placed in the hands of a committee to digest the same into a unified and properly arranged declaration, which should then be submitted to the convention. Such a committee was appointed, called a Committee of Revision, with Geo. B. Brown, of Toledo, as Chairman, and other Committees to expedite the work of the convention. Resolutions of thanks, to the PUBLISHERS' WEEKLY, and afterwards to the *Booksellers' Guide*, for their assistance preliminary to the convention, were adopted, with recommendation that the trade support them by their subscriptions. Some discussion was had on the points submitted by the Executive Committee, but little was done in this before the adjournment about half-past five.

SECOND SESSION.

The convention reassembled in the evening shortly after seven o'clock. The Corresponding Secretary read a letter from Mr. B. L. Curtis, of A. S. Barnes & Co., Chairman of the Committee on Underselling of the Publishers' Board of Trade, asking for the suggestions of the trade in the matter, or for the appointment of a committee to confer with publishers, and also one from Adams, Victor & Co., New York, endorsing the objects of the convention. Discussion was then resumed on the points of reform, and occupied the most of the evening. The points generally emphasized by the speakers were the necessity of a reduction of prices so as to do away with fictitious margins, and that it was not for the convention in any way to dictate to publishers, but to make sug-

* Reference is made, of course, to "Letters to the Editor."
—Ed. P. W.

gestions. The practical result of the debate was embodied in a half dozen or more motions which were carried and referred to the Committee on Revisions to report early in the morning session. It is unnecessary to take up space by giving either the points of the Executive Committee or the motions carried by the convention on this subject, as all its decisions on this point were included in the platform reported by the Committee on Revision at the third session.

Resolutions calling upon the trade throughout the country to unite in pushing through the Finding List subscription to success, and making the PUBLISHERS' WEEKLY the official organ of the association, were adopted; we omit them at present to give their text under official signature in a future number. A vote of thanks for the position as to trade reform taken editorially by the *Booksellers' Guide* was passed; also, one urging the issue of a regular bulletin of copyright entries at the Government office, and recommending the PUBLISHERS' WEEKLY as the proper medium of publication. A committee to nominate permanent officers was then appointed, on motion, after which the convention adjourned.

THIRD SESSION.

The third session was opened shortly after nine o'clock. A resolution of thanks to the Board of Trade for the use of their rooms was carried. The Committee on Revision then reported through Mr. Brown the following digest of principles:

The American Book Trade Union, in convention assembled, declares its belief that the interests of the public, the publisher, the jobber, and the retailer alike demand reform from the evils that now cripple the trade. Believing that the office of the bookseller is an important one in the true progress of the country, and that the interest of publishers also demands a thorough, capable and effective distributing system which shall include retailers at every place that can support a bookstore, it sees that this result can be had only by the abandonment of the present unprofitable and fictitious trade system, and a return to one based on sound business principles, giving the public their books cheaper and the dealer such fair advantages as he who devotes his capital, ability, and time to any business has a right to expect. It does not desire to stifle by combination the competition of enterprise and ability which is the life of trade, but seeks simply to unite the trade under a healthful and rational system of prices and discounts, which shall make it possible for able and useful men to remain in the trade, and supply to the younger generation some incentive to educate themselves rightly for a trade which should offer the double opportunity of a high order of usefulness to the community and fair pecuniary return. Looking, therefore, to the adoption of such a policy as shall secure the interests and prosperity of all, it respectfully offers to the publishers—who, being few in number, centralized in position, and in other respects the heads of the trade, are the proper parties to inaugurate the reform—the following suggestions:

1st. That the present system of professional discounts should be discountenanced and abolished

by all book dealers, and no discounts from retail price be made to any persons outside the regular trade.

That the only exception, and that advisable as a matter of present expediency, should be in the first introduction and exchange of school books, which should be done through the resident trade or the publisher's travelling agent; the time for introduction prices being limited to thirty days.

That wholesaling *live* books to newspapers for premiums is especially detrimental to the trade.

2d. That the trade sales are a leading cause of the present demoralization and detrimental to the interests of the whole trade, an evil which should be remedied by publishers declining to contribute, and by dealers generally abstaining from buying.

3d. That the publishers' practice of sending books by mail upon receipt of published price is an injustice to local dealers which can be fairly remedied by an additional charge of 10 per cent. for postage.

4th. That to assure permanence in these reforms, the retail price of books should be reduced so that the largest discount under any circumstances could not exceed one-third.

This was then discussed, and various modifications proposed, including the striking out of the third part of section first, but this was voted down almost unanimously, and the declaration adopted, as printed above. Mr. Challen then took the floor and addressed the convention on trade matters.

The following resolution, offered by Mr. Nicholson, was then adopted unanimously and heartily:

Whereas, We all recognize that underselling is the crying evil of the book trade, and that this evil is the result of the exorbitant retail prices of books, the large discounts made to the trade by publishers, and the book trade sales, and

Whereas, We have, by resolution, respectfully but earnestly requested publishers to lessen these prices and discounts and abolish trade sales. Therefore,

Resolved, That, as retailers, jobbers, and publishers, we pledge ourselves to use all reasonable endeavors to maintain and protect publishers' retail prices.

The Committee on Constitution presented the results of its work, which report was adopted with one or two modifications, including the change of name from American Booksellers' Union to American Book Trade Union, as follows:

CONSTITUTION.

The name of this organization shall be The American Book Trade Union.

Its object shall be the promotion of the interests of the book trade in the United States, and the improvement of its methods of business.

Its officers shall be, a President, a Vice-President, a Treasurer, a Recording Secretary, and a Corresponding Secretary.

Its permanent committees shall be,

An Executive Committee of Five.

A Committee on Complaints and Arbitration.

A Committee on the Prices of Books and Underselling.

A Committee on Trade Publications.

Their duties shall be the usual duties of such officers. The Treasurer shall give bond to the President, and shall pay out moneys only on the

order of the Chairman of the Executive Committee.

The duties of the Executive Committee shall be to attend to all business not specially given to other committees.

The duties of the Committee on Complaints shall be to receive all complaints from members against other members, whether jobbers or retailers, authenticate them, and use their judgment about publishing them, that the trade may recognize and avoid dishonorable dealers.

The duties of the Committee on Prices shall be to gather the opinions of dealers about prices, confer with publishers, and recommend and press such action in the matter as they may think best.

The duties of the Committee on Trade Publications shall be to devise publications that may be useful to the trade, recommend them at the regular meetings, and the method of issuing them, and to co-operate in any such attempts by others.

The officers and committees shall hold office for one year, or until their successors are elected.

Meetings shall not be less frequent than annually, and the place and time shall be determined by the Executive Committee.

Any publisher or bookseller may become a member by signing this Constitution and paying annually the sum of one dollar.

This constitution may be amended at any meeting by a two-thirds vote.

The Committee on Nominations presented its report, nominating officers under the above constitution, who were unanimously elected as follows :

OFFICERS.

President.

Isaac C. Aston, Columbus, O.

Vice-President.

W. T. Berry, Nashville, Tenn.

Recording Secretary.

Jno. H. Thomas, Dayton, O.

Corresponding Secretary.

J. W. Gunn, Springfield, O.

Treasurer.

Timothy Nicholson, Richmond, Ind.

Executive Committee.

A. F. Payne, Dayton, O.

Jno. H. Thomas, Dayton, O.

J. H. Reed, Mansfield, O.

T. C. O'Kane, Delaware, O.

J. C. Trader, Xenia, O.

Committee on Arbitrations and Complaints.

George B. Brown, Toledo, O.

Thomas D. Hubbard, Columbus, O.

Charles Humphrey, Adrian, Mich.

Committee on Prices and Underselling.

Isaac C. Aston, Columbus, O.

Howard Challen, Philadelphia, Pa.

A. Setliff, Nashville, Tenn.

Aug. Maxwell, Bloomington, Ill.

W. F. Draper, Andover, Mass.

Committee on Trade Publications.

Howard L. Ross, Hamilton, O.

W. H. Watson, Aurora, Ill.

D. W. Chase, Cincinnati, O.

The following resolution, offered by Mr. Gunn, was then adopted :

Whereas, the general tendency of the sale of books for introduction into schools at reduced rates is to unsettle prices and to lead to speculations in books among teachers.

Resolved, That the trade hail with pleasure the reforms already introduced by the Publishers' Board of Trade in the sale of school books for introduction, and hopes the day is not far distant, both for the advantage of the trade and for the maintenance of honesty in our school system, when books will be introduced only at retail prices, and upon the merits of the books themselves.

The following motions were then passed :

Resolved, That the Executive Committee of this body shall have the power to fill all vacancies that may ensue in committees, and that each committee shall have authority to delegate its powers to one or more persons.

Resolved, That the Committee on Prices and Underselling be instructed to appoint immediately an authorized delegate to request the signature of publishers generally to the main propositions of this platform or their equivalent, *seriatim*, with discretion to obtain signatures to such modification as may be found more acceptable, and to report the replies of the publishers individually to this Association, the expenses of said delegate to be borne by the Union.

This latter committee immediately withdrew from the room for consultation, the *interim* being usefully occupied in the signing of the constitution and by interviews with the Treasurer. The committee then reported that its chairman, Mr. Isaac C. Aston, had consented to serve as delegate to the publishers, with Mr. Howard Challen as his assistant.

Votes of thanks to the callers of the first meeting of October 15, 1873 ; to the Executive Committee for their admirable work in preparation ; to the officers of the convention and others, and to the press and railroads for courtesies extended, were adopted during the last part of the session, together with several routine resolutions.

The convention then adjourned, the next meeting of the Union being left dependent upon the call of the Executive Committee. The whole temper of the meeting was excellent, and it is to be hoped that its results will be felt by the trade for good.

LETTERS TO THE EDITOR.

The interests of the trade cannot be better served than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

Underselling by Publishers.

NEW BRUNSWICK, Feb. 2, 1874.

To the Editor of the Publishers' Weekly.

DEAR SIR: We like the idea of keeping the facts before the trade. We have read the article by Peabody in which he charges the retailer with a desire to exact exorbitant rates. We would like

to know who fixes retail values—publishers or retailers?

But that which retailers most complain of is, that there is a great deal of looseness on the part of publishers, also, that there is but very little discrimination between the public, clergy, and the discount class—and the retailer. For instance: A Broadway house had a holiday book, T. mo., selling retail at \$12. One of our customers went into this place and asked price. The reply was \$12. He then merely said, "To the trade," and over this *retail counter*, without asking reference or making other inquiry, he was told it would be \$9. The game of "to the trade" may be played by any one; and against this there should be protection. Another case: We were asked the price of Sampson and Stuart on Hebrews; gave price of each; reply was, that through Princeton College or Seminary Book Room they could get one-third off; and this to a party not a member of College or Seminary. We were asked, "What can you do on Fiske's 'Classical Manual'?" gave reply, and were told that the class could get them of the publishers for one-fourth off. We immediately wrote publishers, to know what they would give the trade cash discount; reply was three-tenths. Big difference, indeed, between retailer and the public, viz., 5 per cent.; and then we, the retailers, are expected to give them three months' credit, all for 5 per cent. A clergyman was overheard to say to one of the members of his flock in this town, when asked which was the best of certain works explanatory of the Bible, "*Don't get it here. Wait until I go to New York; I can get it for 75 cents per volume less than it may be purchased here.*" In this case the clergy is the go-between for the publishers and the public. Query: Why should teachers, clergy, lawyers, doctors, with incomes of from one to five thousand per annum, be allowed discount of 20, 25, and 33 1-3 per cent., when the intelligent mechanic, business man, and public generally must pay the whole figure? The whole discount system, as at present conducted by all, is an absurdity, which, if not stopped, will break down the legitimate book trade completely. S.

Books at Retail—The Trade.

WATERTOWN, N. Y., Feb. 12, 1874.

To the Editor of the Publishers' Weekly.

THE recent articles in your WEEKLY with regard to the retail trade in miscellaneous books have been read with much interest by booksellers in the country. The true remedy for existing evils has, no doubt, been already suggested, to wit: A reduced retail price, with a uniform discount of 25 per cent., and perhaps 5 per cent. additional for cash.

Let this plan be adopted and *strictly adhered to*, and it will create a better feeling throughout the whole country both on the part of booksellers and bookbuyers. Books will find a more ready sale, and the retailer make a fair profit. The aggregate profits on increased sales will probably quite equal, if not exceed, the present larger but variable profits, and the satisfaction in doing business in this way will be of itself no small consideration.

But this whole discussion so far has been confined to the sale of miscellaneous books. In the country by far the greatest embarrassment the retailer meets with is in the price of school books. The people complain, and, we think, justly. There is an apology for a publisher who assumes the risk of a new book, the success of which is doubt-

ful, in putting a respectable price upon it, but when a book has been generally introduced into schools, its success established beyond a peradventure, then to continue to hold a book at the retail price of one dollar, when the actual cost to the publisher is not over 20 or 25 cents, is doing a wrong to the public, of which we in the country think it is about time to repent. It is looked upon as a direct imposition, an evil under which the people suffer, and for which there seems no remedy. School books the people *must have*, while miscellaneous books can be dispensed with. We are entirely in the hands of the publishers, who, because it is in their power, *appear* to be determined to get all they can, taking for their productions more than what would seem to be a reasonable profit between man and man.

Is there no remedy for this? Cannot school book publishers be made to see the wrong, and *would* the profits, in fact, be much lessened if school books were sold at a discount of from 25 to 33 per cent. from the present retail prices? They are little aware to what extent old books are sought after and how they are retained in families and exchanged between families for the simple reason that at the present high prices they cannot afford to purchase new books.

If any satisfactory explanation can be given on the part of publishers of school books for retaining the present high prices, they would confer a great favor upon booksellers in the country if they would furnish it.

Books at Retail—The Public.

AMHERST, Feb. 11, 1874.

To the Editor of the Publishers' Weekly.

IN a former communication I made two principal points: 1. That in the current discussion between bookmakers and booksellers a third party, bookbuyers, have an interest entitled to respect. 2. That the profits demanded by the trade in its various departments are excessive.

The first point is, in words at least, conceded. As to the second, I am rather bluntly told that I do not know what I am talking about. It might be. But I find some consolation in my ignorance when I read in your elaborate and candid article of January 31 words which I will quote briefly, with no desire to wrest them from their context: "The first remedy must be a *reduction of superfluous discounts by a reduction of the retail price of books.*" This "would necessitate a reorganization of prices upon a 'hard-pan' basis, viz.: The cost of manufacture and sale, plus the publisher's proper profit," "plus the discount" to retailers. Will the retailers submit to have the fat cut from only their side of the bacon? "It is only because the nominal price of books has been put artificially high to cover extravagant discounts that the public has any grievance." With you I believe "the public are willing to pay full reasonable prices."

As to my "facts," I may be permitted to say over *my own* name that they are facts.

Yours truly,

S. H. PEABODY.

The Weekly and Finding List.

INDIANAPOLIS, IND, Feb. 13, 1874.

To the Editor of the Publishers' Weekly.

DEAR SIR: In my last PUBLISHERS' WEEKLY I see a notice of the proposed Finding List of Whitaker's, "The English Reference Catalogue," saying

all who wanted it had better apply soon. Whenever it is ready I will engage to take *two* copies, 75 cents each. I have your Uniform Trade List Annual for '73, and deem it *invaluable*. You will also find my name down on your books for \$25 for subscription to the *Finding List*, and if that is not enough, I am ready to subscribe more when the time comes, for *no book man* can ever do without it, and you *certainly* deserve the thanks of every bookseller in the country for your untiring perseverance in working the matter up. I am taking your PUBLISHERS' WEEKLY, and expect to take it, for the reason that I *cannot* do without it, for I am sure I get my \$3 worth over and over again.

Whenever Whittaker's Catalogue is ready, save me two copies, and notify me and I will send money.

With best wishes always for the PUBLISHERS' WEEKLY, I am

Yours very truly,
ALBERT B. YOHN.

BOOKS RECEIVED.

THE HISTORY OF A BOOK, by Annie Carey. (Cassell, Petter & Galpin.) "A New Book" of modern date, herein imparts its complete history, in a familiar and amusing style, for the benefit of those who seek information and at the same time pleasant reading. We are told all about book-making, from the making of the paper to the binding of the book. A history is also embodied of the art of printing, of stereotyping, of engraving and electrotyping. The volume is full of the most interesting illustrations. 4to, cloth, \$1.75.

BEBÉE; OR, TWO LITTLE WOODEN SHOES, by "Ouida." (J. B. Lippincott & Co.) This title is so innocent and delusive, one might think the work a juvenile. But it is a novel, written with all the passion and rich imagination which distinguish this author's books. The entire interest of the story is concentrated in *Bebée*, a little peasant girl of Brabant, whose love and brief life are charmingly related. 12mo, cloth, \$1.50.

THE PORTABLE ATLAS, constructed and engraved by John Bartholomew. (G. P. Putnam's Sons.) Consisting of sixteen maps, most beautifully engraved and gotten up. It is very neatly and tastefully bound in brown cloth. 8vo, \$1.

CENTRAL ASIA. Travels in Cashmere, Little Thibet, and Central Asia, compiled and arranged by Bayard Taylor. (Scribner, Armstrong & Co.) An entertaining and instructive book for both the young and old. It forms one of the new series entitled "Library of Travel, Exploration and Adventure," which this firm is bringing out. It contains an account of the most recent explorations in Central Asia, and an excellent history of the race, its present condition, etc. The volume is very profusely illustrated and handsomely gotten up. 12mo, cloth, \$1.50.

ENDLESS MIRTH AND AMUSEMENT, compiled and arranged by Charles Gilbert. (Pott, Young & Co.) A collection of all kinds of games and pastimes, designed to help pass away an evening at home. It contains directions for playing ninety-five forfeits, shadow pantomimes, and many different conjuring tricks with cards, etc. The illustrations are by George Cruikshank and others, and are very funny. A capital book for young people, who need never be at a loss for amusement with it in their possession. 12mo, cloth, \$1.50.

THE PHYSICIAN'S DOSE AND SYMPTOM BOOK, by Joseph H. Wythes, M.D. (Lindsay & Blakiston.) A little pocket-book of reference

whose utility has already been proved by the editions previously sold of it. This is the eleventh edition, carefully revised, 24mo, cloth, \$1.25. From the same house we have an essay entitled, "Galvano-Therapeutics." A revised reprint of a report made to the Illinois State Medical Society, 1873. 8vo, cloth, \$1.25.

THE LIFE OF EDWIN FORREST, by James Rees. (T. B. Peterson & Bros.) Mr. Rees, who is better known under his *nom de plume* of "Colley Cibber," was the life-long friend of Edwin Forrest. Constantly associated with him, he had opportunities over all others of noting the various phases of his character—opportunities which the present volume testifies he has turned to good account. It is full of reminiscences, which every one will read with pleasure. Few men have excited more curiosity, either in their private or public career, than the great tragedian. Mr. Rees' tribute will therefore be eagerly sought for its many vivid and truthful illustrations of his eventful life. One of the best portraits we have seen of Edwin Forrest is in this volume. 12mo, cloth, \$2.00.

SCIENCE RECORD FOR 1874. (Munn & Co.) In this valuable work will be found all the most interesting facts and discoveries in the arts and sciences which have transpired during the preceding year. Every one wishing to keep up with the general progress of the world should have a copy of it. Illustrated. 8vo, cloth, \$2.50.

WE have received from the American Sunday-School Union "Alice in the Country," 50 cents, and "Stumps," 60 cents. Two neatly bound and prettily illustrated books for children. 18mo, cloth.

PROSPER, by Victor Cherbuliez. Transl. by Carl Benson. (Henry Holt & Co.) The last novel of the "Leisure Hour Series." Thoroughly French in its tone, brightly and cleverly written, but somewhat cynical, and almost too analytical. The many reflections of the hero hinder the progress of the story and weary the reader. 16mo, cloth, \$1.25.

HOW TO TEACH. A Manual of Methods for a Graded Course of Instruction, by Henry Kiddle, A.M., Thomas F. Harrison, N. A. Calkins. (J. W. Schermerhorn & Co.) The names of the authors of this book, all of whom are superintendents of instruction in different public schools in this city, ought to vouch for its merit, and for the completeness of the course of study which it embraces for Primary, Intermediate, Grammar, and High Schools. It is also full of suggestions about the discipline and management of schools, which the teacher will find of great value. 12mo, cloth, \$1.25.

WOMAN BEFORE THE LAW, by John Proffatt. (G. P. Putnam's Sons.) The exact legal position of a married woman is very clearly defined in this work. Every woman should read it to obtain a certain knowledge of her rights and disabilities. It is divided into seven chapters, each one of which is of interest, as the titles of a few will show: "Legal Conditions of Marriage," "Rights of Property—Real and Personal," "Dower," "The Reciprocal Rights and Duties of Mother and Children," "Divorce." The last addition to Putnam's "Series of Popular Manuals." 12mo, cloth, \$1.25.

Two new Readers, by Dr. Ad. Douai, have just been published by E. Steiger. "The Rational Second Reader" is made up of easy reading

lessons of words of three and four syllables. It contains rules for pronunciation and spelling, with exercises to exemplify the application of the rules. 12mo, boards, 50 cents. "The Rational Third Reader" is for more advanced pupils, and contains some grammatical exercises. 12mo, boards, 80 cents. Both books combine the principles of Pestalozzi's and Froebel's systems of education.

A DAY WITH CHRIST, by the Rev. Samuel Cox. (E. P. Dutton & Co.) The events of a single day in the life of Christ are recorded by the reverend author to show us, if possible, the beauty of his complete life on earth. It is simply written, and is, of course, a devotional work. 16mo, red edges, \$1.25.

THE BANKER'S ALMANAC FOR 1874. This very valuable work is edited by Mr. S. Smith Homans, and published at the office of the *Banker's Magazine*. This is the twenty-third annual volume issued. It embraces an amount of information, interesting and useful to bankers and others, that is quite remarkable. We would refer our readers to the advertisement of the "Almanac" in this number for a complete table of contents. They will obtain from this some idea of the labor expended in the making of the book. It is very handsomely gotten up. 8vo, cloth, \$3.

DEAR FEAST OF LENT, arranged by the author of "Rutledge." (E. P. Dutton & Co.) A series of devotional readings in prose and verse. The prose portion of the work seems to be original, while the verses are compiled from well-known authorities. An appropriate book for present reading, as the lenten season is just opening. Its reflections and suggestions will be useful to all those who observe this season. 16mo, bevelled boards, red edges, \$1.50.

ANIMAL PHYSIOLOGY, by John Cleland, M.D. (G. P. Putnam's Sons.) The chief object of this book is to supply to readers previously unacquainted with anatomical details as complete an account as possible of the functions of the body. The work belongs to Putnam's "Advanced Science Series," and is also designed to assist the young student of medicine to prepare for the perusal of works of a more elaborate character. It has 158 engravings. 12mo, cloth, \$1.50.

CHRISTIAN COUNSELS, selected from the devotional works of Fénelon, translated by A. M. James. (E. P. Dutton & Co.) Though Fénelon was one of the greatest of the Roman Catholic writers, nothing sectarian appears in his works. They abound in pious and beautiful thoughts, and are noticeable for grace of expression and elegance of style. They have long been found to meet the wants both of Protestants and Catholics, though this selection is particularly adapted for the reading of the former. 16mo, cloth, red edges, \$1.25.

A LILY AMONG THORNS, by Emma Marshall. (E. P. Dutton & Co.) One of the pretty, simple, semi-religious stories Mrs. Marshall delights to write. The motive of the book is to show the comfort of a true faith in the hour of trial. 12mo, cloth, \$1.50.

ESSAYS ON EDUCATIONAL REFORMERS, by Robert Herbert Quick. (Robert Clarke & Co.) We cannot better describe this important work than to quote from a letter, bearing testimony to its merits, written by Mr. John Hancock, Sup't of the Public Schools of Cincinnati. He says: "I know of no educational work in English of equal value. No teacher who has an ambition to eman-

cipate himself from a servile adherence to the traditional methods of teaching, can read the book without profit. Beginning with Roger Ascham, it gives us an account of the lives and schemes of most of the great thinkers and workers in the educational field, down to Herbert Spencer, with the addition of a valuable appendix of thoughts and suggestions on teaching. The list includes, besides the names mentioned, those of Montaigne, Ratch, Milton, Comenius, Locke, Rousseau, Basedow, Pestalozzi, and Jacotot. In the lives and thoughts of these eminent men is presented the whole philosophy of education, as developed in the progress of modern times." 12mo, cloth, \$2.

WHICH IS THE APOSTOLIC CHURCH? by Thomas Witherow. (Presbyterian Board of Publication.) An inquiry as to whether any existing form of church government is of divine right, calculated to strengthen the faith of Presbyterians. 18mo, cloth, 50 cents.

THE CLOUD OF WITNESSES. (James Miller.) A remarkable poetical potpourri, by "Opal," author of "Broken Shells." The selections seem to be mostly of a religious character, and are enclosed in an original framework of dramatic construction. The following Bunyan remarks precede the verses: "In arranging these dramas I do not pretend to be a dramatist, but I divide the centuries dramatically. What is given as a fact I believe true, unless I note it as a fancy. All in quotation marks is quoted, whatever is not is original, no matter in whose mouth it is. Pronounce ev-er-y syllable." 12mo, cloth, \$2.50.

THE PORTRAIT, by A. G. Riddle. (Nichols & Hall.) A romance of the Cuyahoga valley, by the author of "Bart Ridgely." A well-told story of the West, introducing a sketch of Joe Smith and Brigham Young, and the first preaching of the Mormon doctrine, with a glimpse of life in the "City of the Saints." 12mo, cloth, \$1.50.

HAND-BOOK for Trustees of Religious Corporations in the State of New York, by Rev. S. Hunt. (H. H. Otis.) A little compilation which will be very useful to trustees of church property. It contains the laws of New York regarding church corporations, together with the forms necessary for the organization of societies, with special laws in regard to the Episcopal, Roman Catholic, and Baptist Churches. 16mo, cloth, 50 c.

THE SPHYGMOGRAPH. Its physiological and pathological indications, by Edgar Holden. (Lindsay & Blakiston.) The essay to which was awarded the Stevens triennial prize by the College of Physicians and Surgeons in this city in April, 1873. The volume is very handsomely gotten up and contains two hundred and ninety illustrations. 8vo, cloth, \$3.

WHAT WILL HE DO WITH IT? by Sir Edward Bulwer Lytton. (J. B. Lippincott & Co.) This is probably the best of the many charming novels Bulwer has written. It is free from his early faults, and possesses a purity of sentiment and an elegance of diction which recommend it to all. It is one of the few novels which bear a second reading. It is issued in two volumes, and belongs to the "Lord Lytton Edition." 12mo, cloth, \$1.50 per volume.

THE PARISIANS, by Edward Bulwer, Lord Lytton. (J. B. Lippincott & Co.) The latest issue of the "Lord Lytton Edition." 12mo, cloth, \$1.50.

THE PARISIANS, by Edward Bulwer, Lord

Lytton. (Harper & Bros.) We have received from the Harpers also a copy of the "Parisians." It belongs to their "Library Edition" of Bulwer's complete works, which they are bringing out. It contains illustrations by Sydney Hall, and is quite an attractive looking volume. 12mo, cloth, \$1.75.

THE ALCHEMY OF HAPPINESS, by Mohammed Al-Ghazzali. Translated from the Turkish by Henry A. Howes, Librarian State Library of New York. (J. Munsell.) The Arabian philosopher, who appears as the author of this treatise, flourished in the eleventh century. He is still held in high respect by the scholars of the eastern world. This treatise exhibits with much plainness the opinions of the Mohammedans, on questions of philosophy, practical morality, and religion. It will prove interesting both to the student and general reader. 8vo, cloth.

LITERARY AND TRADE NEWS.

"PICTURESQUE America" is to be completed in twelve numbers more, making forty-eight in all, and now the Appletons announce a companion work in "Picturesque Europe." Mr. Harry Fenn has been for some months on the other side sketching for it, and other artists will take part in it. The first work is among the finest ever published in this country, and the second will doubtless equal it.

MONCURE D. CONWAY'S "Sacred Anthology, a book of Ethnical Scriptures," will be republished on this side by Holt & Williams, by arrangement with the author. The work, which has attracted wide attention abroad, contains 740 readings, classified in 20 books. These chapters are selected from the Sacred Scriptures and classic writers of India, China, Japan, Burmah, Siam, Persia, Arabia, Sabœa, Egypt, Ceylon, Thibet, Syria, Ancient Russia, and Scandinavia; and also selections from the Hebrew and Christian Scriptures in revised translations. They are accompanied with full Marginal References, a List of Authorities, Chronological Notes, and Index.

CASELL, PETTER & GALPIN are to issue a new illustrated work on Pigeons, uniform with the "Illustrated Book of Poultry." The colored plates are to be similar, and by the same artist. Of the text, it is stated that the subject-matter will be supplied by Mr. R. Fulton, a well-known dealer, assisted by various of the "Fancy" fraternity, and edited and arranged by Mr. Lewis Wright, the author of the "Poultry."

THE March number of the *American Naturalist* has a posthumous article by Professor Agassiz on Selachians (sharks).

MARK TWAIN, now at home, and busy at the work, hopes to complete his descriptive book on the manners and customs of Englishmen before his next visit to their country.

D. VAN NOSTRAND has a new work in press which is designed to be a guide to the methods of surveying public lands, as prescribed by Congress and the Commissioner of the General Land Office. The author is Mr. S. V. Clevenger, U. S. Deputy Surveyor, and the title is "A Treatise on the Method of Government Surveying."

THE thousands who have been delighted and instructed by the lectures of Mr. Proctor, will be glad to know that a work of his, published some years ago in England, but now out of print, a series of "Sun Views of the Earth; or, The Seasons Illustrated," is to be reproduced by the Messrs.

Patnam. It comprises thirteen quarto plates, giving forty-eight colored views of the earth as seen from beyond the planet.

A LITTLE volume of "English Sonnets," just imported by Scribner, Welford & Armstrong, containing what the editor, Mr. John Dennis, considers to be the best sonnets in the language, will be of particular interest to the lovers of that manner of poetry.

JULES VERNE'S new story, "The Mysterious Island," is to be published here in *Scribner's Monthly* by a special arrangement. The tale opens in a balloon, and Richmond, Va., is its starting point. It promises to be one of the most marvellous of Verne's stories. It will be profusely illustrated.

MRS. LILLIE DEVEREUX BLAKE has given a subordinate position to the proposed title of her book, of which she has just finished reading the proof sheets, to avoid confusion with Florence Marryat's novel, and it will be published by Sheldon & Co. soon as "Fettered for Life; or, Lord and Master." Mrs. Blake has made a reputation as a writer, and is still better known as a speaker; and it is expected that this book will justify the prediction of a critic, who, reading an essay some fifteen years ago, expressed the opinion that she would one day write a great novel. The purpose of the novel is to depict the legal and social disadvantages of women, and to satirize city politics and politicians.

W. S. FORTESCUE & Co., Philadelphia, have nearly ready a new edition of Harding's "Alphabetical Outlines, in German text, Old English, Plain and Ornamental Letters," etc., for the use of sign painters and engravers.

A PUBLIC meeting was held in Boston on Friday, the 13th inst., to consider the proposal of a memorial to Louis Agassiz. It was the unanimous opinion of those present that the memorial should take the form of a permanent endowment of Agassiz's cherished Museum of Comparative Zoology. Sixty-five thousand dollars was pledged on the spot, and a committee appointed to organize and receive funds. That committee has wisely determined on a course which will at once enable every teacher and pupil in the land to contribute to the memorial of this man, who, in his will, called himself simply "Louis Agassiz, Teacher," and who magnified his profession. It is proposed that a simultaneous collection be taken throughout the Union on the 28th of May, Agassiz's birthday; the funds thus raised to form a permanent fund to be called "Teachers' and Pupils' Memorial Fund in Honor of Louis Agassiz," to be applied to the endowment of the Museum of Comparative Zoology. Such a movement is in hearty sympathy with the spirit of Agassiz's life.

A LITTLE book on Confirmation, by the Bishop of Montreal, which in its English edition has attained its 313th thousand, is to be reprinted by E. P. Dutton & Co.

HURD & HOUGHTON, New York, The Riverside Press, Cambridge, announce a new text book by Arthur Gilman, author of "First Steps in English Literature," and uniform with that book. It is entitled "First Steps in General History: a Suggestive Outline," and is intended to give in compact form and in a suggestive manner the salient features of history as regards the great nations of antiquity and the historic nations of modern times. Mr. Gilman's previous success in

producing a serviceable small text-book will lead teachers to look with interest for a book which attempts so much, and will be so very valuable if it be well done.

THE Rev. Isaac Taylor, author of "Words and Places," has put the results of his "Etruscan Researches" into a book, which the Macmillans will publish shortly. The work develops a new and important theory which is to remove an old stumbling-block in ethnology; arguing, on philological principles from the data of Etruscan monuments, that that very individual race was connected with the Turkish stock.

It is authoritatively stated that "Far from the Madding Crowd," now running in *Every Saturday*, and which London critics ascribed to George Eliot, is by Thomas Hardy. Henry Holt & Co. have arranged to publish the novel in book form, and have nearly ready the same author's "Desperate Remedies." They have made a "catch," in taking up Mr. Hardy.

SAID the good-natured Rev. Dr. Robinson, as he stood looking over the bright and entertaining new books at H. B. Nims & Co's store, Saturday—said the Rev. Dr.: "I see you have 'Schem's Statistics of the World;' have you 'Ham's Travels in the Deluge?'" "No," responded Mr. Nims promptly, "but we can accommodate you with 'Japhet in Search of His Father.'" Dr. Robinson laughed.—*Troy Press.*

SOWER, POTTS & CO., Philadelphia, have changed the price of their Fairbanks' Book-Keeper from \$4.00 to \$4.50. They have lately issued in the Brooks Normal Series of Mathematics, a new Normal Mental Arithmetic, 38 cents, and a key to the foregoing, price 38 cents.

LINDSAY & BLACKISTON, Philadelphia have issued a new catalogue of works on dentistry, published by them. They have also become the publishers of the British *Journal of Dental Science*, a monthly periodical well known among the members of the dental profession.

PORTER & COATES, Philadelphia. "The Comprehensive Speaker," by Henry T. Coates, published by Porter & Coates, has recently been adopted by the public schools in Philadelphia and also by those of Wilmington, Del.

COWPERTHWAIT & CO., Philadelphia, have lately published a new "Analysis of the English Language," by Prof. S. S. Greene, forming the third volume of the Greene's Series of Grammars; and "Elementary Algebra," one of Hagar's series of mathematics. They have in preparation a key to Hagar's Elementary Algebra; "A Brief Course in Geography," to form one of the Warren series; "Analytical Geometry," by Prof. Hagar; and "First Steps in Spelling," and "The Pronouncing Speller," of the Monroe's series. Of the particular excellence of this last mentioned series, we have taken occasion to speak, as the previous volumes have from time to time been issued.

THE latest publication of J. H. But'er & Co., Philadelphia, is the "Senior Speaker," of the New American Series, by William Oxford. Both in point of mechanical execution, and in the care bestowed upon the editorial work, this series ranks among the best of its class.

CLAXTON, REMSEN & HAFFELFINGER, Philadelphia, have just ready the fifth book of the Choice Reading Series, by Anna T. Randall Diehl. 12mo, pp. 408, half roan, \$1.50. The preliminary directions for pupils are clearly given, and the selections are chosen with due regard to fitness. The firm

have also just ready "Easy Lessons in Natural Science," by R. E. Kremer, 12mo, illustrated; and a second and revised edition of "An Exposition of the Constitution of the United States," by Henry Flanders, author of a very successful legal work on Fire Insurance, which although only published about two years ago, is already on the point of being issued in a second edition. Nevins' "Notes on Exodus," published by Claxtons last December, has also had a very large sale, and a third edition is now going through the press.

KAY & BROS., Philadelphia, have nearly ready "The Principles of Equity," by George Tucker Bispham, in one vol., 8vo, \$7.50; Smith's Reports, vol. xxi., 8vo, \$4.50, and Sergeant & Rawles' Reports, vols. xi. and xii., 8vo, \$6.00. They have just issued a most important law work—"Wharton's Criminal Law." 3 vols., 8vo, \$22.50. Seventh edition revised and greatly enlarged.

WE learn from Jansen, McClurg & Co. that the look ahead in their quarter is more cheering, and that their sales, both in the retail and wholesale departments of their business, were never larger or more satisfactory, by reason of which they feel greatly encouraged and are pushing ahead vigorously. What enterprise, a full stock, and such elegant store accommodations as theirs, may do even in dull times is well illustrated by the fact that their retail trade last year the day before Christmas amounted to \$6,700, the day before that to \$3,300, or for the three days preceding the holidays to \$13,400. Their wholesale trade at the same time was never better or larger.

THE LIBRARY CORNER.

THE new library of the city of Paris, intended to replace that which was unfortunately destroyed at the burning of the Hôtel de Ville by the Communists, was opened to the public Jan. 3d. The new library occupies a portion of the Hôtel Carnavalet, in the Rue Sévigné, near the Musée Historique, now in process of formation. Although, alas! but a poor substitute for the splendid collection of 125,000 volumes which perished, the new library, even in point of numbers, has made a fair commencement. It contains as many as 23,000 volumes or pamphlets, and 15,000 engravings. About 8,000 of the books and 12,000 of the engravings have been presented to the library; the rest have been purchased. Only about 100 volumes from the old library were saved for it.—*Athenæum.*

A "BIBLIOTHECA CORNUBIENSIS" has appeared on the other side, being a catalogue, with biographical and literary memoranda, of all works written by natives of Cornwall, including not only books of permanent interest, but political tracts, also, literary and scientific papers, music, dramas, maps, and even manuscripts.

A "GUIDE to the Choice of Classical Books," by Rev. J. B. Mayor, is a late English publication of especial interest to librarians and students.

THE latest number of Mr. Sabin's *American Bibliopolist* contains an interesting "Chronological List," a long array of particulars in regard to books and bookmaking, each item set down being, as a rule, accompanied by a citation of the authority on which it is based.

MESSRS. Sabin will shortly have ready for gratuitous circulation a handy "Catalogue of Books for the Library."

[OFFICIAL.]

PUBLISHERS' BOARD of TRADE, OFFICE OF THE SECRETARY.

25 BOND STREET, NEW YORK.

Minutes of Regular Quarterly Meeting, held February 11 and 12, 1874, at the Grand Central Hotel.

First Session held February 11.

President, W. H. APPLETON, Esq., in the Chair.

The following houses were represented :

D. APPLETON & CO. ; A. S. BARNES & CO. ; BREWER & TILESTON ; J. H. BUTLER & CO. ; CLARK & MAYNARD ; COLLINS & BRO. ; COWPERTHWAIT & CO. ; R. S. DAVIS & CO. ; A. H. ENGLISH & CO. ; GINN BROS. ; HARPER & BROTHERS ; HENRY HOLT & CO. ; MASON, BAKER & PRATT ; SCRIBNER, ARMSTRONG & CO. ; SHELDON & CO. ; TAINTOR BROTHERS ; UNIVERSITY PUBLISHING CO. ; WILSON, HINKLE & CO.

Minutes of preceding meeting approved.

The Secretary read such of the letters received in reply to his recent circular as presented any points for consideration regarding the withdrawal of agents.

The Executive Committee presented a report accompanied by two resolutions

I. *Resolved*, That the house of Messrs. J. P. Morton & Co. are hereby admitted to membership in the Publishers' Board of Trade, with this provision and understanding, that all and any existing contracts and obligations entered into previous to their admission by members of the Board may be kept in good faith, and that Messrs. J. P. Morton & Co. are entitled to a like privilege. Carried.

Resolved, That the Arbitration Committee take into consideration Article XXV. of the By-Laws, and report whether it has been duly observed in the recent action had in ——— by ———, and whether said article requires any modification in order to assure its observance both in letter and spirit. Carried.

A report, signed by Messrs. Ivison, Cowperthwait, and Maynard, was received from the Arbitration Committee, with the explanation that three members of the Arbitration Committee were interested parties, and consequently unable to act, and that Mr. Ivison had been requested to act with the other two. Under By-Law XXI., a settlement not having been effected by the committee, the matter was brought before the Board. It was referred to a special committee, appointed by the Chair, consisting of Messrs. Wilson, Brewer, and Collins, the parties at issue severally stating that the decision of this committee would be accepted by them as final.

Mr. Curtis, from the committee appointed at the last meeting, reported as follows :

Resolved, That school books shall not be sold by any member of this Board, after first introduction, to any school, school officer, or board of education, at a discount greater than 25 per cent., except to cities and towns where bids are publicly asked for, and the boards supply the school books to the scholars. The purchaser to pay all expenses of transportation.

Mr. Holt, from the same committee, stated that he had signed the report because he believed it an improvement on the present system, but with the understanding that he should move as an amendment what he believed to be a still further improvement—the substitution, in the resolution, of twenty per cent. for twenty-five per cent.

Mr. Sheldon said that the subject would come up later in another form, and moved the tabling of the resolution. Carried.

Mr. Isaac Sheldon offered the following :

Resolved, That a Committee of (5) Five be appointed by the President to carefully consider our present by-laws and suggest any amendments or improvements which they may deem desirable with a view of reorganizing this Board for a period of (2) two years, from July next.

Resolved, That all members are invited to submit to this committee in writing any changes or additions which they may deem desirable.

Resolved, That this committee are instructed to make a preliminary report at the meeting to-morrow, and a matured report later, of such a set of by-laws as may appear to them best ready for consideration by this Board. Carried.

The Chair appointed Messrs. Wilson, A. S. Barnes, Abner Harper, Armstrong, and R. S. Davis. Permission was given for Mr. Harper to serve by proxy.

Mr. Curtis moved that the committee above-named consider the question of discounts and his committee be discharged. Carried.

Adjourned to meet February 12th, at half past one.

Second Session held February 12.

Minutes of session held February 11 approved.

The Committee of Five appointed at the preceding session reported as follows :

The committee appointed to suggest amendments to the by-laws, with a view of reorganizing the Board for a new period, respectfully reports :

That the subject demands more consideration than it is possible to bestow in the limited time afforded them. They accordingly request more time, and offer the following resolutions :

Resolved, I. That the Board hold a special meeting April 30th to act upon a matured report which the Committee on Reorganization will then present.

Resolved, II. That every member of the Board who cares to present suggestions for the consideration of this committee is earnestly requested to do so in writing before the first of March, addressing his communications to the Secretary of the Board.

Resolved, III. That the Chair add some representative from Philadelphia to the present committee. Carried.

Mr. Cowperthwait was added to the committee.

Mr. Sheldon moved that the Secretary be requested to address circulars to all houses in the Board, requesting their special attention to the second and third resolutions in the report given above.

The Committee of Three, appointed at the preceding session, reported as follows :

The committee to whom was referred the case in issue between ———, ———, and ——— met and listened to the written evidence submitted to them. Upon consideration of the same it was found that while the facts sworn to justify a complaint the committee do not feel warranted in deciding in so grave a matter without further evidence, and ask for power to employ a special agent, as has been done in previous cases of like importance, who shall visit ——— and collect such additional evidence bearing upon the points in doubt as he may be able, and to submit a final report at the next meeting of the Board.

The powers requested were granted.

Mr. Wilson read some extracts from Western newspapers which led him to offer the following resolutions :

WHEREAS, Gentlemen holding prominent and influential official positions in certain quarters publicly charge that the publishers of the country have entered into a combination, the chief object of which is to keep up the price of school books, thereby enriching themselves through unjust and extortionate charges, far above what a fair and reasonable profit justifies, and

WHEREAS, These charges are manifestly founded upon a misapprehension of facts as to the prime cost of books, and the profits they yield, and are calculated, if left uncorrected, to greatly prejudice the people at large against publishers and possibly seriously injure their business ; therefore,

Resolved, That a Committee of Three be appointed to consider the nature and foundation of these charges, and to prepare and publish for general circulation by the Board and its members a fair and candid reply to the same, clearly setting forth the objects of the Board of Trade organization and the advantages rather than injury it is calculated to yield to the consumer as well as the producer of school books.

Resolved, That the Committee on Reorganization, appointed to report April 30th, consider what reduction, if any, has taken place in the cost of material and labor involved in manufacturing books since the present tariff of prices was fixed, and whether or not any reduction upon existing rates be practicable ; also the wisdom and necessity of a revision and reduction of rates of discount to the trade.

Mr. Taintor moved as an amendment :

Resolved, That the Committee on Reorganization, appointed to report April 30th, be requested further to consider the advisability of adopting the plan of establishing net wholesale or "dozen" prices as a basis of regulating introductory prices and jobbing discounts, instead of the present rule of fixing the retail prices, and by publishing the extreme of retail and lowest wholesale prices, misleading the public to form exaggerated ideas of the profits of the publishing business.

Resolution, as amended, carried.

Chair appointed Messrs. Wilson, Ivison, J. Abner Harper, J. A. Appleton, and J. H. Butler, Jr., as the committee.

A general expression of opinion was had from several prominent members concerning the advantages and necessities of the Board. The opinion was unanimous that the organization had made the school-book publishing business pleasanter, more profitable to publishers, and more economical to consumers, and that the Board should be reorganized with such features as experience justifies.

Adjourned until special meeting, April 30.

HENRY HOLT, *Secretary.*

Stationery Department.

FEBRUARY 21, 1874.

Published in the third number of each month.

Stationery and Fancy Goods.

THE months of February and March being the duldest part of the year, the dealers in stationery and fancy goods are quite content to arrange their stocks and prepare for the future without looking for immediate trade. We have been told on all sides that there is nothing doing, but it is questionable if such extremely dull times were anticipated. In fancy goods, it is true that nothing is expected this time of year, but in the line of stationery there should be orders from the country dealers, who are now preparing their stocks for the spring trade. Most of the wholesale houses have their travellers abroad already, which is somewhat early, and but few orders have been forwarded. It was thought that as the country dealers had allowed their stocks to run down during the past season by reason of the panic, they would be anxious to fill their shelves again earlier than usual; but this it would seem is not the case; orders are not coming as rapidly as anticipated, although there is no fear but that they will come in good time. The present uncertain condition of our national finances, and the present irresolute position of Congress upon the question has a most distressing effect, as it leaves all branches of the trade in ignorance of the value either of their goods or their circulating medium. Whether the result will be inflation or contraction, it should be definitely decided; for until some decision is reached, trade suffers, and the bright anticipations that the spring business would compensate for the disasters of the fall, are likely to be disappointed. The fluctuations in the premium on gold have also a depressing effect, and until all these matters are arranged upon some solid and consistent basis, trade will scarcely become prosperous. So far no new styles of goods have been put upon the market, so that the fashions of the season cannot be even guessed at. The square, oddly-shaped note papers and long slim envelopes are yet supreme, though there is a growing fancy for legal styles. Fancy inks are still fashionable, violet being considered the best taste.

The trade in fancy goods is over for one season, and the next season has not yet opened. Some few sample lots of goods, however, have arrived for the summer and early fall trade, consisting mostly of fans and travellers' goods. In this line there is nothing strikingly new; the same travelling bags and sandwich boxes that prevailed many years ago are still extant, and it is doubtful if there ever will be any new styles. Morocco predominates over all other materials. In fans there may be had every possible style, from the small ordinary article that is at once elegant and serviceable, to the "latest agony," which is twenty inches in length, and spreads out like the tail of a peacock. These fans are made of every possible material, and some of them are decorated with flowers and figures in a very elaborate manner. The sizes run from eight inches to eighteen inches being the most popular. The prices are from eight dollars to thirty-five dollars,

the latter being bridal fans, ornamented with real lace. Perfumed woods are much used. A moderate quantity of these goods, is selling, but it is not expected that much business will be done until at least a month later.

Messrs. Cassell, Petter & Galpin, No. 596 Broadway, have now on hand a large stock of Joseph Hunt & Sons' celebrated playing cards. These cards are by far the finest upon the market, and their merits have always kept them in the first rank. New designs have recently been added, and now the sample book is well worthy of inspection. The new patterns are the work of some of the best designers of the day, and they would be difficult to improve upon. They consist of birds, flowers, shells, art subjects, portraits, and many other designs not usually employed in the decoration of cards. In their way they are novelties, and their quality and durability are fully equal to their beauty and elegance. These cards sell from ten dollars to fifteen dollars per dozen packs. The same house are the sole agents in the United States for Fourdrinier, Hunt & Co's. writing papers. These papers are of an excellent quality, and should command the attention of the trade generally. The newest styles are the "In memoriam mourning" papers and envelopes. These styles differ from other mourning papers inasmuch as instead of the ordinary heavy black band, the sheet is bordered with a black stripe which leaves a white margin on the edge. These stripes are of different patterns, broad, narrow, light, or heavy, according to taste. The envelopes match the paper, and in some instances have a small black cross upon the flap, in place of a seal or monogram.

In the line of fancy goods, Messrs. Cassell, Petter & Galpin have an assortment of handsome chromo crosses of new and beautiful designs. These crosses are probably the most artistic of the kind ever published. The same designs may be had in outline, with directions for coloring, so that they may be used as studies. The firm has also a full line of mathematical instruments, ranging in price from seventy-five cents to ten dollars, and color boxes from \$1.25 to \$10.

Willy Wallach, of No. 41 John street, shows a fine sample book of dinner cards, both for menu and plate. The designs are very elaborate, and in some instances quite novel.

Messrs. Bergan & Bainbridge, Beekman street, have just received a line of fine English papers, of different tints and sizes. This line of papers is called the "Alexandra," and has already become very popular. The house has already disposed of large quantities, and new orders are coming in daily. The papers are put up in elegant boxes, containing assorted tints, and sell at \$12 per dozen net.

SAMUEL RAYNOR & CO., New York, the large envelope manufacturers, have issued a new trade price list, which should be sent for by every stationer, if it were but to use it as a reference list of all the varieties in the envelope line. This list embraces very nearly one thousand different kinds, and contains a large scale table which gives an accurate idea of every size and shape manufactured.

MESSRS. NOVELLO, EWER & CO. are doing good work in endeavoring to break down the old and absurd system of pricing music at twice, thrice, and even four times its actual selling value; all the music issued by the above-named house will therefore in future be marked at the "nett rate."

STATIONERY PRICE-CURRENT.

The following List, including only the most prominent articles, will be gradually completed according to the encouragement our endeavors—to represent the Stationery and accessory trades, as well as the Book-trade—may receive from the Manufacturers, Importers, and Wholesale Dealers in these particular branches. Suggestions are solicited from the Retail trade as well as from Wholesale Dealers.

The Price-Current will, until further notice, appear monthly, in the Stationery Number of the Publishers' Weekly (the third number of each month).

AUTOGRAPH ALBUMS.

No.		Doz.
1, Mor.,	8 x 5, gilt, 80 leaves.....	\$12.00
2, Muslin,	" " " ".....	11.00
3, " "	" " " ".....	8.00
4, " "	2 1/2 x 4 " 60 leaves.....	3.20
5, Mor.,	" " " ".....	4.40
6, Mus.,	3 1/2 x 5 " ".....	4.40
7, Mor.,	" " " ".....	6.40
8, Mus.,	4 1/2 x 6 1/2 " ".....	6.40
9, Mor.,	" " " ".....	8.80
10, " "	" " " ".....	8.00
11, Mus.,	4 1/2 x 7 " 80 leaves.....	8.75
12, Mor.,	" " " ".....	12.00
13, " "	" " " ".....	11.20

BLOTTERS.

Dreka's Dictionary Blotter.

No.	201; size, 9 by 6; French morocco.....	Per Doz.
" 202;	" 10 1/2 " 9; ".....	13.75
" 203;	" 13 " 9 1/2; ".....	16.25
" 301;	" 9 " 6; English cloth.....	7.40
" 302;	" 10 1/2 " 9; ".....	8.50
" 303;	" 13 " 9 1/2; ".....	9.35
" 601;	" 9 " 6; fine Russia.....	32.75
" 602;	" 10 1/2 " 9; ".....	47.25
" 603;	" 13 " 9 1/2; ".....	63.75
" 801;	" 9 " 6; fine Calif.....	22.25
" 802;	" 10 1/2 " 9; ".....	30.75
" 803;	" 13 " 9 1/2; ".....	39.00

BILL HEAD CASES.

First Quality.

No.		
1, Three Parts.....		\$18.50
2, " ".....		15.
3, Two ".....		10.
4, One ".....		8.

Second Quality.

One Part.....	\$5.50
Two Parts.....	6.75
Three ".....	8.50

BOOK CLAMPS.

	Per Doz.
Holbrook's.....	\$3.00
Watson's.....	3.00
Moore's.....	4.00

CARDS.

Playing Cards.

A. Dougherty's.

Nos.		
1. Steamboats, assorted star and calico backs....	\$	24.00
3. No. 2 Highlanders, assorted star and calico backs.....		28.00
4. Eurekas, assorted star and calico backs.....		31.00
9. Decatur, assorted star and calico backs.....		48.00
12. Star Eagle, half linen, assorted star and calico backs.....		72.00
13. Star Eagle, pure linen, assorted backs.....		168.00
26. Star Eagle, pure linen, assorted backs, extra quality (squared).....		168.00
6. Great Mogul, fancy backs.....		40.00
33. Eagle, American flag back, enamelled.....		54.00
23. Decatur, fancy backs, enamelled.....		48.00
16. Great Mogul, fancy backs, enamelled.....		54.00
35. Great Mogul (Euchre), fancy backs, enamelled.....		54.00
36. Great Mogul, Solo, fancy backs, enamelled....		48.00
17. Harry the Eighth, fancy backs, super-enamelled.....		72.00
30. Eagle, fancy backs, extra enamelled, in gold...		96.00
31. Great Mogul, illuminated, backs, extra super-enamelled.....		84.00
34. Great Mogul, illuminated faces, and backs in gold.....		130.00
38. Great Mogul, cotton-plant backs and gold spots, extra super-enamelled.....		150.00
40. Convey Corners.....		96.00

Goodall's London Cards.

BEST QUALITY.

	Per doz.	Per doz.
Geranium.....	\$15.00	Mogul, series, 400,
Apple Blossom.....	15.00	401.....\$15.00
Canadian Arms.....	15.00	Cherry Bloom.....
Tiger Lily.....	15.00	Japanese Figure.....
National.....	15.00	Hazel Nut.....
Palace.....	15.00	Mistletoe.....
Holly.....	\$14.00	109, 110, 111, 112, 113,
Butterfly.....	14.00	114, 115, 116.....\$11.00
Mogul series 308, 309,		Gold back.....
310, 311, 312, 313.....	14.00	Florigated, Light.....
Fern.....	11.00	Florigated, Dark.....
Shakespeare.....	11.00	Floral.....
City of London.....	11.00	Gold Star.....
Moguls, series 204, 205,		Small Star.....
206, 207, 208.....	11.00	Tinted Enamel, Blue,
Moguls series, 107, 108,		Green, Pink, Violet,
		and White.....

SECOND QUALITY.

	Per doz.	Per doz.
Moguls, series A, Dark		Florigated, Dark.....\$9.00
and Light.....	\$8.75	Gold Florigated.....
Moguls, series B Dark		Gold Floral.....
and Light.....	8.75	Floral.....
Florigated, Light.....	9.00	

DOMESTICS.

	Per gross.	Per gross.
Mount Vernons.....	\$72.00	Virginias.....\$36.00
Golden Gates.....	54.00	Broadways.....
Columbias (Euchre		Regattas, Bichroma-
packs).....	48.00	tics.....
Gen. Jacksons, No. 1.	40.00	Steamships, Bichro-
Gen. Jacksons, Sport-		matics.....
ing.....	42.00	

Visiting Cards.

(51 Cards in Pack.)

	Per doz. packs.
XX Bristol, 1.....	\$1.50
XX Bristol, 2.....	1.60
XX Bristol, 2 1/2.....	1.80
XX Bristol, 3.....	2.00
XX Bristol, 3 1/2.....	2.12
XX Bristol, 4.....	2.25
Mill Bristol, 2 1/2.....	1.00
Mill Bristol, 3.....	1.25
Mill Bristol, 3 1/2.....	1.50

Wedding Cards.

Wedding Cards, square, per doz. packs....	\$2.75 to \$10.00
Wedding Envelopes, square, per gross.....	1.90
Wedding Billets, per ream.....	4.50
Tying Wedding Cards, per 100.....	3.00

CRAYONS.

Per gross.

Blackboard, Waltham, White.....	\$.15
Blackboard, Waltham, Assorted Colors.....	1.10
Steatite.....	1.00

ERASERS.

(Steel.)

Rodgers' 4 inch Cocoa.....	\$3.75
" 5 " ".....	4.25
" 4 " Bone.....	4.25
" 5 " ".....	4.75
Superb, 4 " Cocoa.....	2.25
" 5 " ".....	2.50
" 4 " Bone.....	3.25
" 5 " ".....	3.50
" Knife Blade Cocoa.....	3.00
" " Bone.....	4.

FILES.

Ready Reference Files.

No.		Doz.
o, cloth covered, 3 x 7.....		\$1.05
1 " " 3 x 8.....		1.15
2 " " 3 1/2 x 8.....		1.32
3 " " 4 x 9.....		1.63
4 " " 4 1/2 x 10 1/2.....		1.90

U. S. Standard Bill Files.

No.	Doz.
170, 8½ x 3	\$2.40
303, 8½ x 3½	2.80
404, 9 x 4	3.20

Bill Files.

No.	Doz.
1, Bronze Vase, straight.....	\$3.30
2 " " with slide.....	3.60
3 " " hook.....	4.25
4 " " canceller.....	4.50

GAMES.**Backgammon Boards.**

Leather, 2 in nest, per nest.....	\$2.75
Leather, 3 in nest, per nest.....	3.50
Leather, 2 in extra, per nest.....	\$4.50 to 9.00
Morocco Paper, each.....	1.00 to 1.25

Checker-Men.

	Per doz.
Box-Wood.....	\$1.75
Turned Wood.....	1.25

Chess-Men.

	Per doz.
Bone, German.....	\$7.50 to \$36.00
Wood, German.....	9.00 to 15.00
Stanton, German.....	18.00 to 36.00

Dominoes.

	Per doz.
Bone, ordinary quality, ebony back.....	\$3.00 to \$6.00
Bone, good quality, ebony back.....	6.00 to 12.00
Bone, Mahogany boxes.....	6.00 to 18.00

INKS AND FLUIDS.**Arnold's Writing Fluids.**

	Per doz.
Quarts.....	\$5.25
Pints.....	3.25
Half pints.....	1.75
4 oz.....	1.00
Cones.....	.60

Arnold's Copying Ink.

	Per doz.
Quarts.....	\$10.00
Pints.....	5.50
Half pints.....	3.75

"B" Copying Ink.

	Per doz.
Quarts.....	\$5.50
Pints.....	3.25

Carter's Combined Writing and Copying Ink.

	Per doz.
Quarts.....	\$8.00
Pints.....	5.00
Half pints.....	3.00
4 oz.....	2.00
Cones.....	.75
Discount, 15 per cent.	

David's Writing Inks.

	Per doz.
Black, Blue, and Violet, 2 oz. oct. stands.....	\$.75
" " " 4 oz. bottles.....	1.25
" " " 6 oz. bottles.....	1.50
" " " 8 oz. bottles.....	2.00
" " " pint bottles.....	3.50
" " " quart bottles.....	6.00
" " " half gallon jugs.....	12.00
" " " 1 gallon jugs.....	24.00
Carmine Ink, 1 oz., draped stands.....	2.00
" " No. 1—1 oz., cork stopper.....	2.50
" " No. 2—2 oz., cork stopper.....	3.50
" " No. 1—1 oz., ground stopper.....	3.50
" " No. 3—2 oz., ".....	5.00
" " No. 4—4 oz., ".....	8.00
" " No. 5—8 oz., ".....	15.00
" " pints.....	24.00
" " quarts.....	48.00
Discount, 20 per cent.	
Copying Ink, 8 oz. stone bottles.....	3.00
" " pint ".....	5.00
" " quart ".....	9.00
Red Writing Ink, 1 oz. bottles.....	1.00
" " 2 oz. bottles.....	2.00
Writing Fluid, 2 oz. stone stands.....	1.00
" " 8 oz. stone bottles.....	3.00
" " pints.....	4.50
" " quarts.....	8.00
" " half gallon stone jugs.....	15.00
" " 1 gallon stone jugs.....	30.00

Indelible Ink, etc.

	Per doz.
Brigg's Indelible Ink.....	\$2.25
Brigg's Glass Marking Pen.....	2.25
Clark's Indelible Pencil.....	2.00
Payson's Indelible Ink.....	2.25
Payson's Combination (Ink and Pen).....	5.00

Stephen's Fluid and Copying.

	Per doz.
Blue-Black Writing Fluid, quarts.....	\$5.25
" " " pints.....	3.25
" " " half pints.....	1.75
" " Copying Fluid, quarts.....	10.00
" " " pints.....	5.50
" " " half pints.....	3.25

Veuve Adrien Maurin et G. Toiray, Inks.

La Syrienne Violet Black Copying, quarts.....	\$9.00
" " " " " pints.....	6.00
La Persane Jet Black Writing Fluid, quarts.....	9.00
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home" are still used for day receptions, though seldom for evening.

Visiting-cards are of fine Bristol-board of medium weight—not of the thinnest quality—and are of different sizes. Gentlemen use the smallest cards, young unmarried ladies use the next larger size, while still larger cards are for married ladies; the fourth and largest size is used for mother and daughter together, or for husband and wife. The engraving is done in very delicate script; the address is on the right hand below, and the day of the week set apart for receptions is in the left corner—which is the reverse of the English fashion. Old English text and fanciful capital letters are out of style, and only done to order. To turn down one corner of a card denotes a call in person, and is the only mutilation of the card now practiced by people of fashion. The custom of engraving words on the reverse side of the card, to be turned down in view, and explain the nature of the visit, does not prevail here, as, obviously, the receiver of the visit will know what is intended. We quote these words, however, to satisfy correspondents. On the upper left-hand corner *Visite* is written and turned down, to signify that an ordinary call is made; for a visit of congratulation, *Félicitation* appears on the opposite upper corner; *Congé* in the lower left-hand corner denotes a parting call; and *Condolance*, in the remaining corner, explains itself. Of all these, the word *sonné* alone is of much service.

White heavy English paper is the most fashionable stationery, though some tinted paper is always used. Repped paper, corded like faille, is the choicest design, and next this is the royal Irish linen paper, made of cuttings of linen from the Irish factories. The letter sheet is of octavo size, folded once across—a novel fancy that makes it fit the large square envelope. The price is 70 cents a quire, with envelopes. Instead of heavy illuminated monograms there are more light line monograms and ciphers. On tinted paper the letters are of a darker shade.

A novelty for dinners is the Japanese plate cards, the size of an octavo page, with fanciful chromos representing amusing Japanese scenes and funny little Japs grinning with delight at the menu.

British Novelties.

From the Stationer.

THE Stereoscopic Company's new goods for the current season consist of the following: The Bijou Perfume Fountain, which produces pretty effects, and when charged with scent also charms the olfactory nerves; the "Patent Chromoscope," which presents many beautiful chromatic variations by viewing colored designs through a perforated dial in motion; the "Magic Tablet," which cannot fail to amuse and astonish, while the "Enchanted Coffin and the Goblet of Cagliostro" enable apparent impossibilities to be performed; a very old and favorite puzzle, termed the "Purse of Purse," and a new adaptation of an old principle, termed "Here and There, or the Mystic Photographs"; also, parlor fireworks, harmless in effect and amusing in result, viz., "Comic Pictorial Pyrotechnics" and the "Will-o'-the-Wisp" and "Aerial Rings," etc. Each article is well got up, and can be had separately, or the whole can be procured in a strong box.

A PORTABLE Draught Board, suitable for the pocket, has been issued by Mr. W. Fitch, of 3

Old Fish Street Hill, E. C. There is a complete set of "men," and it is enclosed in a box which retails at 1s.

FRICITION SEALING-WAX.—H. Von der Moolen, of Gelderland, in Holland, has brought out small sticks of sealing-wax, each of which is about the size of a lucifer match, and contains sufficient wax to seal two letters. The extremity of each stick is dipped in the manner of lucifer matches, and, being used in a similar way thereto, the wax is ignited. The sticks are issued in nicely got up boxes.

MESSRS. HENRY MILWARD & SON have just brought out a new and effective Needle Case in the form of a pair of bellows, the needles being placed in interstices within the folds.

THE "Fie, for shame!" Necessaire is a useful article shaped in the form of a leg, and containing pen, pencil, penholder, knife, and paper cutter, etc., while another variety in a similar form contains a number of useful articles suitable for ladies use.

From Perry's Price Current.

"THE Sagacious Crocodile," a new patent toy, issued by Perry & Co., is acknowledged to be amongst the most ingenious and inimitable designs of the season. By blowing through the tube, when the crocodile is to advance, and drawing in the breath, when it is desired to retire, the animal is made also to open and shut its mouth in the most natural manner. On placing a coin at one end of the box, the crocodile issues from its den, seizes the coin in its mouth, and retires with it.

SHAKESPEARE'S House—Lady's Companion is a representation in gilt metal of Shakespeare's house at Stratford-on-Avon, which is pleasing to the eye and the fancy; when by a spring the house is opened, we find a tiny nest of drawers, shelves, etc., in and on which are deposited cotton thread, needles, pins, thimble, hooks and eyes, etc., etc., methodically arranged. We should imagine it likely to become a standard article for the mantelpiece or a lady's work basket; and as it is moderate in price, will doubtless command a large sale.

From Letts' Shippers' Circular.

OUR MUTUAL FRIEND.—When closed, this novelty precisely resembles a volume of the late Charles Dickens' novels, even to the fac-simile signature on the side. On opening the lid, it is found to be adapted inside for holding a pack of cards, with a brass scoring plate on the inner side of cover, and a couple of pegs in the back. These volumes (?) can be supplied with scoring plates for either whist, cribbage, or bézique; and, if not otherwise ordered, will be sent out assorted in the dozen. Per doz. 33s.; morocco, 36s.

A NOVELTY in the way of ornamentation for ladies has been lately introduced by some of the importing houses—"Italian wood jewelry" being the title under which it is sold in London. Brooches, earrings, and shawl-pins are made in this new material, which bears on its surface finely painted groups of flowers, animals' heads, etc., etc., and being really elegant in appearance, the sale is likely to increase.

SILVERED CRYSTAL TIGER PAPER-WEIGHT.—The material is glass, beneath which is inserted a most vicious-looking tiger's head, in a silvered metal, which shows up with most startling effect when viewed from above. In its largest diameter this weight measures three inches across, and it stands on a fancy gilt base. Complete, each in a

box, 36s. per dozen. Other subjects, such as lions, dogs, etc., can be assorted with above, if so mentioned on the indent.

NEW BAMBOO PENCILS.—Although there is nothing out of the usual in the way these pencils write, yet the idea of having one whose lead appears to be incased in a miniature bamboo cane will cause a good sale for this new article. The pencils are prepared in four styles, thin and thick, plain lead all through, and with plain and turned bone tips.

A NEW ERASER, in form like a pointed crayon, will soon find numerous adherents, who will appreciate it for the twofold reason that it is convenient to handle, and, being solid all through, it will last longer than any other now sold. Carded in dozens, 51s. per gross.

THE London Publishers' Circular states that the "Inexhaustible or Magic Inkstand" (introduced in this country by Root, Anthony & Co., and described in a previous number of the WEEKLY) has proved a great success, 100,000 having been sold in three months.

MR. FURNIVALL, writing to the *Academy*, insists that *Shakspeare* did know how to spell his own name, and that that is how he spelled it. Of the five existing autographs which only are indubitably genuine, four are unquestionably so written, and the other, Mr. Furnivall contends, is really written in the same form.

MARSHAL BAZAINE, it is said, previous to his imprisonment, left with a friend a memoir giving a fluent and soldierly account of the attempts of the Imperial party to negotiate with Prussia. The memoir is to be published "when circumstances shall permit."

A CONTINUATION of that very readable, anecdotal volume, the "Diary of Henry Cockburn," one of the Judges of the Court of Sessions in Scotland, is now in press on the other side. It brings the work down to the Judge's death in 1854.

THE London Publishers' Circular complains that British criticism of the present day is done by "all our cleverest young university hands, who do or do not do the criticisms to order, and who lead out their victims in a weekly batch and despatch an epic with a stab by a steel pen, or poison a whole family of novels with an ounce of ink."

IN his "Sacred Anthology, a Book of Ethnical Scriptures," which Trübner & Co. have published, Mr. Conway gives his subscribers rather more than their \$3 worth. The work grew in his hands, and his enthusiasm would not suffer him to prudently reckon as to the profits. It is an admirable and unique production, its moulding thought being the sympathy of religions and the converging testimony of ages and races to the fundamental principles of morality. The collection comprises Scandinavian fables, English proverbs, Hindu maxims, Chinese apothegms, and abundant cullings from the Hebrew, Parsi, and Persian, and is at once a beautiful, fascinating, liberalizing, and exalting contribution to religious literature.

A NEW English publication is a convenient edition of Hogarth's works, in three volumes, 12mo, in which 150 plates are reduced in exact *fac simile* of the original. A life and anecdotal descriptions, by John Ireland and John Nichols, are a chief feature of the edition.

THE author of "Orthodox" and "Unorthodox

London," lest he may have omitted anything in his seemingly exhaustive divisions, has written a third volume, on "Heterodox London."

AN important work on the "Early History of Property," by M. de Lareleye, is in press at Paris.

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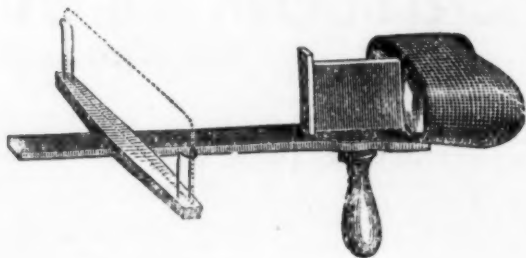
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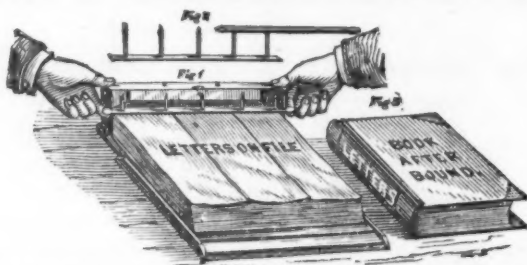
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